

97-84008-27

National Business League
of America

Practical suggestions for
the development of...

Chicago

1909

97-84008-27

MASTER NEGATIVE #

COLUMBIA UNIVERSITY LIBRARIES
PRESERVATION DIVISION

BIBLIOGRAPHIC MICROFORM TARGET

ORIGINAL MATERIAL AS FILMED - EXISTING BIBLIOGRAPHIC RECORD

303										
Z										
Box 28 The National business league of America.										
Practical suggestions for the development of American export trade with directories of the chief cities of Brazil, South America, by George E. Anderson ... Chile, South America, by Alfred A. Winslow ... Panama, by Arnold Shanklin ... Southeast Africa, by W. Stanley Hollis ... comp. for and pub. by The National business league of America. Chicago (Faulkner-Ryan co.) 1909. 91, (2) p. 22^{cm}. <table border="0"> <tr> <td>1. U. S.—Comm.—Spanish America.</td> <td>2. Spanish America—Comm.—U. S.</td> </tr> <tr> <td>3. U. S.—Comm.—Mozambique.</td> <td>4. Mozambique—Comm.—U. S.</td> </tr> <tr> <td>1. Anderson, George Everett, 1869—</td> <td>II. Winslow, Alfred Augustus,</td> </tr> <tr> <td>1854—</td> <td>iv. Hollis, William Stanley,</td> </tr> <tr> <td>III. Shanklin, Arnold, 1869—</td> <td>1866—</td> </tr> </table>	1. U. S.—Comm.—Spanish America.	2. Spanish America—Comm.—U. S.	3. U. S.—Comm.—Mozambique.	4. Mozambique—Comm.—U. S.	1. Anderson, George Everett, 1869—	II. Winslow, Alfred Augustus,	1854—	iv. Hollis, William Stanley,	III. Shanklin, Arnold, 1869—	1866—
1. U. S.—Comm.—Spanish America.	2. Spanish America—Comm.—U. S.									
3. U. S.—Comm.—Mozambique.	4. Mozambique—Comm.—U. S.									
1. Anderson, George Everett, 1869—	II. Winslow, Alfred Augustus,									
1854—	iv. Hollis, William Stanley,									
III. Shanklin, Arnold, 1869—	1866—									
Library of Congress 206699 only ed. 10-12191 HF3080.N3										

RESTRICTIONS ON USE: Reproductions may not be made without permission from Columbia University Libraries.

TECHNICAL MICROFORM DATA

FILM SIZE: 35 mm

REDUCTION RATIO: 11:1

IMAGE PLACEMENT: IA IIA IB IIB

DATE FILMED: 1/12/97

INITIALS: AR

TRACKING # :

MSH 20535

FILMED BY PRESERVATION RESOURCES, BETHLEHEM, PA.

BIBLIOGRAPHIC IRREGULARITIES

MAIN ENTRY: National Business League of America

Practical suggestions for the development of
American export trade with directories of the chief.....

Bibliographic Irregularities in the Original Document:

List all volumes and pages affected; include name of institution if filming borrowed text.

Page(s) missing/not available: _____

Volume(s) missing/not available: _____

Illegible and/or damaged page(s): _____

Page(s) or volume(s) misnumbered: _____

Bound out of sequence: _____

Page(s) or volume(s) filmed from copy borrowed from: _____

X pagination begins with page [3]

Other: _____

Inserted material: _____

TRACKING#: MSH20535

308
Z
Box 28
Practical Suggestions

FOR THE DEVELOPMENT OF

American Export Trade

WITH DIRECTORIES OF THE
CHIEF CITIES OF

Brazil, South America

By George E. Anderson, American Consul-General at Rio de Janeiro

Chile, South America

By Alfred A. Winslow, American Consul at Valparaiso

Panama

By Arnold Shanklin, American Consul-General at Panama

South-east Africa

By W. Stanley Hollis, American Consul at Lourenco Marquez

COMPILED FOR AND PUBLISHED BY

The National Business League of America

AN ALLIANCE OF LEADING DIVERSIFIED BUSINESS INTERESTS OF THE UNITED
STATES, FOR THE PROMOTION OF NATIONAL LEGISLATION AND
ADVANCEMENT OF AMERICAN COMMERCE AND INDUSTRIES

CHICAGO, U. S. A.

1909

Practical Suggestions
FOR THE DEVELOPMENT OF
American Export Trade

WITH DIRECTORIES OF THE
CHIEF CITIES OF

Brazil, South America

By George E. Anderson, American Consul-General at Rio de Janeiro

Chile, South America

By Alfred A. Winalow, American Consul at Valparaiso

Panama

By Arnold Shanklin, American Consul-General at Panama

South-east Africa

By W. Stanley Hollis, American Consul at Lourenco Marquez

COMPILED FOR AND PUBLISHED BY

The National Business League of America

AN ALLIANCE OF LEADING DIVERSIFIED BUSINESS INTERESTS OF THE UNITED
STATES, FOR THE PROMOTION OF NATIONAL LEGISLATION AND
ADVANCEMENT OF AMERICAN COMMERCE AND INDUSTRIES

CHICAGO, U. S. A.

1909

MS
S 1619
F 1

FOREWORD

AS a factor for the advancement of our foreign trade, preliminarily through correspondence, the National Business League of America presents, for free distribution, the Brazil-Chile-Panama-South-east Africa Trade Directory, the fourth of a series, all previous editions of which are exhausted.

These lists of selling agencies for American products were carefully prepared by American consular officials at the request of the League, hence cordial acknowledgments for the creditable results are hereby expressed to the following:

In Brazil

George E. Anderson, Consul-General at Rio de Janeiro; George A. Chamberlain, Consul at Pernambuco; Pierre Paul Demers, Consul at Bahia, and George H. Pickerell, Consul at Para.

In Chile

Alfred A. Winslow, Consul at Valparaiso.

In Panama

Arnold Shanklin, Consul-General at Panama.

In South-east Africa

W. Stanley Hollis, Consul at Lourenco Marquez.

In the foreword of the Turkey-Russia-Argentina directory, issued by the League in July, 1908, is the following:

"The League is in receipt of letters from leading business men all over the country, commending these publications as being of practical value to

American exporting interests; in view of which, Congress will be asked, at the next session, to appropriate a sum sufficient to enable the Department of Commerce and Labor to compile, publish and distribute a 'Trade Directory of the World' along similar lines."

On December 1, 1908, the Secretary of Commerce and Labor, in the sixth annual report of his Department, refers to the "Directory of Foreign Buyers" as follows:

"The compilation of a Commercial Directory of the World, in so far as lists of foreign merchants and importers are apt to be of value to the American export trade, has proceeded slowly. The consular officers have supplied a large amount of material for this purpose, knowing that its classification and distribution through a central clearing house at Washington would relieve them of one of their most arduous duties—that of complying with requests from the United States for names of merchants and importers in their respective districts. This work will prove highly valuable to the intending exporter if he can procure at one central bureau at home the commercial lists for which he now must address several hundred consulates. The new system will also effect great economy for the Government. To make the information effective and available it is essential that several competent clerks be engaged for the work. The plan is urged by both the consular officers and the business public, and only awaits the action of Congress for its fulfillment."

Thus it is evident that all that stands in the way of the publication of a "Trade Directory of the World" (with revision—say every second or third year, or so often as may be necessary to insure accuracy) is the *lack of an appropriation*;* therefore it is hoped that the Sixty-first Congress will make early and ample provision for carrying out this important work. In the meantime, however, the League will proceed to issue and distribute trade directories of other nations.

*The report of the Printing Investigation Commission, of date February 19, 1909, shows that a vast amount of money has been wasted annually on Government publications that nobody reads; yet a "Trade Directory of the World," of the greatest practical value to industrial and commercial interests, must either wait or rely on outside agencies for publicity.

THE AMERICAN TRADE FIELD IN BRAZIL.

By GEORGE E. ANDERSON, American Consul-General at
Rio de Janeiro.

In suggesting Brazil to the attention of the business men of the United States as worthy of their consideration, two facts need to be emphasized. One is that half the people of South America are inhabitants of Brazil. The other is that out of the \$120,000,000 of trade between the two countries the United States buys about \$95,000,000 and sells about \$25,000,000. The balance between the two is paid by way of Europe and the double course of exchange is a factor which is worth consideration in a good many ways. I have found among the business men of the United States an impression that the United States is geographically located favorably for trade with Brazil as compared with the location of Europe as related to Brazil. This is not the case. To reach the populous and prosperous portions of Brazil south of Pernambuco it is necessary to pass so far east as to be nearer Great Britain in an east and west line than New York. While Americans and American goods are reasonably well liked in Brazil the fact is that in business the United States can secure trade in Brazil only by working for it. There are no short cuts to the Brazilian market and to secure Brazilian patronage it is necessary to give attention to all the points necessary to build up foreign trade anywhere.

In general the trade of Brazil may be divided into two divisions. The first is that which concerns the Amazon valley, notably the ports of Para and Manãos and also including the coast ports of that portion of Brazil—Ceara, Parahyba, Natal, and others. The other division is known as the Rio de Janeiro-São Paulo division. By reason of the steamer service it generally includes all coast ports from Pernambuco south—Pernambuco,

Bahia, Maceio, Victoria, Santos, Rio Grande do Sul, and smaller ports along the coast both north and south of Rio de Janeiro. Steamer service from New York may generally be divided into a service for Para and the Amazon and northern ports—as for instance the Booth line service—and service for the other ports on what is known as the New York-Rio run—as for instance the Lamport and Holt, Hamburg-South America, and Prince Line services. Some of these ships call at ports from Pernambuco south and also from Rio de Janeiro south to Buenos Aires, but the most of them stop at Pernambuco, Bahia, Rio de Janeiro and Santos, and American goods for the other ports must be transhipped, although, as a rule, through bills of lading are given in New York. Freight rates from New York to Rio de Janeiro average somewhat lower than from British ports to Rio. The average freight and expenses on goods imported from the United States in 1906, the last year for which figures are yet to be had, was 17.98 per cent of the cost as compared with 21.27 for Great Britain, 13.81 for Germany, and 10.47 for France. The nature of the trade, however, has much to do with this and I believe that allowing for classifications and all Europe still has the best of the United States in matters of freight. In steamship service the United States is crippled in trade matters. While there is much better service now than formerly, there are only two 18-day boats from New York to Rio a month as compared with an average of about twelve much faster ships from Europe. Americans trading in Brazil are also handicapped by a lack of American banking facilities—the British, German, French, Italian, Spanish, Portuguese and Argentine traders having ample banking facilities of their own nationality.

In spite of these and other drawbacks American exporters, however, have been building up trade and can continue to build it up. I am thoroughly convinced that the American business men can dominate the trade of Brazil if they will go after the trade as they should. To do this will require certain elementary considerations which apply to foreign trade in all portions of the world as well as in Brazil and South America generally. In the first place they must work for the trade, must send out representatives, must furnish suitable goods for the foreign market, must meet competition in credits, must look to the prompt and safe delivery of their goods. They must work for trade upon a

permanent basis, not with a view of disposing of present surplus product in the United States only.

Representation of American Goods.

While the importance of other elements in the problem is not to be minimized in any degree, I think the most important practical need of American business men in their foreign trade at the present time is improved representation. Such representation is not only necessary that American goods may be properly presented to the trade abroad but also that American exporters may secure better, more practical, and expert information from the trade fields—information which no consular or other officer can more than touch upon. The matter of representation abroad is hammered upon by consular representatives everywhere as something absolutely essential to the upbuilding of American trade, and the reason is that while the United States is manufacturing goods of almost every description and, in spite of higher labor charges and other expensive cost elements, is manufacturing them cheaply enough to meet the competition of the world, it has failed to secure its proper share of trade time and time again for no other reason than that American manufacturers had imperfect knowledge of the situation they should have met, or were out of the contest by reason of poor representation, or, more often, no representation at all. The fact that American goods are meeting the competition of the world in some places is demonstration that they can meet this competition everywhere if other conditions are met. The representation desirable for American trade will not easily be obtained. In foreign trade generally there are three classes of agents or representatives: 1—Direct representation by sending a man from home into the foreign field—a commercial traveller, in short, who represents his house as such a traveller does in the United States. 2—Resident agents in business, generally houses handling a large number of lines of goods, among which are those of the particular house represented. 3—Manufacturers' Agents, of the several sorts—some of which reside in the United States and make periodical trips over their field, dealing through local agents in the smaller places, and others of which reside abroad and give their time and attention to a number of lines of goods which they handle generally upon a commission basis, taking a commission upon all goods sold in

their field whether sold directly by them or not, guaranteeing the payment of accounts, traveling over their territory—in short making the trade of the American exporter their own trade, since it is in fact directly to their profit to push it. It is, of course, impossible to lay down any very general rules as to these three classes of agents, the classes merging into each other in many ways, contracts with men in any line varying with the needs of the business or with opportunities which may be had. In practice, however, the custom of many firms in the United States to choose local agents in the several ports, often by correspondence in the way of retail houses dealing in their particular line of goods, is the most common and the least efficient. It is seldom that any more than a perfunctory effort is made by such agents to secure trade. Often the firm will represent a number of houses in the same line. Being a foreign firm as a rule the nationality of the house will be favored at the expense of the American exporter if occasion for choice arises, as is constantly the case. The agency often is taken in bad faith for no other reason than to keep a competitor from securing it. At best, trade through such agents is limited to their own trade and does not reach that of their competitors. There is constant substitution of other goods for American goods. In short, all the objections of any foreign representation apply to this class first of all. Of course no representative can be better than one directly from the factory—one representing one line of manufactures, one house, one interest. It is coming to be the case that a number of American houses will combine and send out a man representing their combined lines, dividing the expense of maintaining foreign representation in this manner without sensibly detracting from its efficiency. This is but another form of the third class, or manufacturers' agents, referred to. I think the most successful work now being done in Brazil is by men who represent a few lines of goods, who live in Rio de Janeiro and have established agencies or branch establishments in several of the larger Brazilian cities and who are to all intents and purposes business men with their own establishments, but who handle goods upon commission, have no other interests but the few lines they represent and to which they are limited, who, in short, sink or swim with the exporters. The particular needs of each American establishment must, of course, be the controlling factor in the course pursued.

Perhaps it would be better to say that what each American exporter can afford must govern. It should be realized, however, by each American exporter, that no permanent foreign trade in any staple line can be built up on any other basis than personal representation. A business constructed on any other basis would go to pieces before the first wave of competition to strike it. Money expended on foreign trade on any other than a permanent basis is in the long run money thrown away. European exporters make no attempt to secure foreign business except through men on the ground and, as a rule, what pays an European exporter will be profitable to an American exporter. The most successful American exporters are concerns who have had general agencies in the world's trade centers. They work a country from its chief trade port or trade center like Rio de Janeiro in Brazil, Buenos Aires in the Argentine, Valparaiso in Chile, Havana in Cuba, Hong Kong and Shanghai in the far east. Local agencies under the direct supervision of the central authority in each country complete the system. While the average American exporter cannot follow this comprehensive plan which has been adopted by the great exporting corporations the nearer they approach it the better. At all events they must have some representation, if for no other reason than the local handling of their goods, customs clearance and damage adjustments.

Suiting the Market.

It ought not to be necessary to mention to American business men the need of suiting goods to the market if success in building up American trade abroad is to be secured. Nevertheless, it is a necessity, and the manner in which American cotton goods' manufacturers have neglected their opportunities in Brazil, and have lost their trade, is a standing illustration of the fact that the Brazilian market has not been regarded in the manufacture of goods, but that what attempts have been made to sell goods here have been based upon a desire to sell goods made for sale in the United States for which no market there was found. Brazil is no dumping ground for surplus American goods; neither is any other country I know of at the present time. Profitable foreign trade is based upon pleased customers. To sell goods in Brazil year after year will require attention as to what Brazilians want. Goods must suit the people as to quality, as to range of

prices, as to suitability for Brazilian climate, as to habits, customs, racial connections and traditions, industrial and social development,—in short, goods must be sent here which will sell because the people are attracted and pleased by them. The relation of well-known brands of goods to the market must be considered. Where a certain grade and style of goods has been popular for years it is the part of common business sense to appeal to the liking for such goods as far as possible. In the line of machinery, for instance, it does not follow that because a certain machine is more popular or better than others in the United States it will be more popular or better than others here. Workmen in the line of industry such machine affects may be accustomed to machines of other sorts less effective, perhaps, but what they want. It is useless to try and dictate to a people what they shall and what they shall not buy, but there are many manufacturers constantly trying to do so. A certain plow factory in the United States not long ago sent out a lot of automatic plow cultivators instead of hand-guiding cultivators, as ordered. It was doubtless true that the automatic guiding implements were better arrangements, in the United States. In Brazil, in the rough, stumpy, root-filled ground, they were practically useless. Many of the points concerned in this phase of the extension of trade readily occur to the exporter when consideration is given the subject. Many of them can only be learned by actual experience in the field. A representative traveling or living in Brazil is as necessary for the practical, technical trade knowledge which the extension of trade demands as for the actual sale of goods. The old retail motto had it that "goods well bought are half sold." The foreign trade motto should be "goods well made are half sold." Goods suiting a market will not fail of purchasers if the price be reasonable. Goods not suiting a market will hardly be sold at all. Shoe men will make only light weight, fancy finished, pointed toe shoes for this market. Silk men will not try to sell taffetas here after they find that women's experience here is that taffetas crack in this climate. Cuff and collar men will try to sell only high-grade collars here where the duty is the same on low grade and high grade stock. Curtain makers will try to sell only light weight goods in a country where a high import duty is assessed by weight on such goods. The list of such things might be extended to cover nearly every article admitted in the Brazil-

ian custom house. No one can do business here successfully without definite practical knowledge of what the field demands and meeting such demands.

Credits in Brazil.

Closely related to the furnishing of proper goods for the Brazilian market is the subject of credits. The rule in Brazil is for long credits—from three months to nine months with interest from the date of invoice. The foundation of this custom is a lack of capital, though this fact should not be taken as indicating a lack of proper occasion for credit. The average importer in Brazil imports goods on the basis of receiving his goods about three months from the time the order was mailed—from the United States the time required has been longer. Assuming that he sells them promptly he sells them to the retailer on three months' time. The retailer, theoretically, disposes of them in three months, pays the importer, who thereupon pays the exporter. It is a credit transaction all the way through. So long as bank discounts are higher here than interest charged by the exporter on the invoice it pays the importer to buy on such terms. If bank discounts here come more cheaply and are freely extended, as will in time be the case, it is probable that the Brazilian importer will see the advantage of buying upon a cash discount basis. At present he does not see any profit in changing from the order of things which has governed in Brazil from time immemorial, and there is no need of the average American exporter attempting to make him see any. To effect the change most American exporters desire in credits here would be to revolutionize Brazilian business methods. To attempt to dictate to a Brazilian importer as to how he shall conduct his business is generally merely another way of driving trade to Europe. European exporters grant these long credits. To meet European competition American exporters must grant the same credits. In many lines of goods American prices are comparatively of little moment if American credit terms cannot be modified. American exporters are handicapped by a lack of an American bank here to handle their business, and it is not always easy to secure business ratings on Brazilian houses according to the American system. Most American business houses, however, are overcoming more difficulties than these every day, and there need be no

worry as to the outcome, if the matter of credits in Brazil will be approached in a spirit of fair desire to meet the Brazilian trade in what it demands. The number of business failures in Brazil in ordinary times will compare very favorably with the record in other countries with which the United States is doing business without serious difficulty.

Articles Imported in Brazil.

Brazil manufactures some of the cheaper forms of cotton goods; some of the cheaper lines of clothing, like shoes and hats of common grade; grinds some of its flour supply from imported wheat, and, in short, attempts in various degrees to meet its home market's demand for manufactured goods of many kinds. The vast mass of goods of all kinds of the better grades, and in many lines the entire consumption is imported. This has been true of food supplies as well as of other manufactured goods, and while Brazil is making some material progress in feeding itself, it is probable that there will be no material decrease in the demand of the country for an immense amount of food supplies from the rest of the world for years to come. In short, in almost every line of export trade the United States has opportunity of building up trade with Brazil. The demand is stronger at the present time for some lines of goods than it is for other lines, but almost every American export can find something of a market here if properly presented. At the present time there is especial demand for agricultural and industrial machinery, electrical appliances, building materials, dry goods, modern food products, hardware in various forms, pharmaceutical products, surgical appliances, office fixtures, paper goods in various forms, and a general line of goods suitable to modern trade in a more or less progressive country. The progressive element in Brazil's population is not large, but what there is of it is very progressive and demands the best the world can afford. Brazilian trade in general, therefore, demands goods which are suitable for the high-class trade, and goods which are suitable to a considerable mass of people without education, or not accustomed to what may be called the specialties of modern life.

For instance, in the dry goods trade there is a comparatively limited demand for the best creations of the best looms of the world. Brazilian women of the higher classes dress in the height of the latest European fashions. But aside from this comparatively lim-

ited class of people the demand is for goods for the use of working people in a hot climate. The sale of American cotton goods in Brazil has been decreasing for a number of years, while the imports of such goods in general have been increasing. There is no reason why this should be the case except the refusal of American exporters to meet conditions of the market. Proper attention on the part of American exporters would unquestionably restore American trade in this line to its former volume. There are many specialties in American cotton and related manufactures which could be sold to advantage here. Suspenders, garters and other cotton goods involving the use of rubber; rubber-cotton cloth, oil cloths, artificial whalebone and other forms of dress stays; dress bindings and other dressmakers' findings are some of the lines which could be introduced successfully, in my opinion. I have thought for some time that there is good opportunity here for the introduction of cheap American millinery, cheap ready-made clothing for women, certain forms of knit goods for women, and see no reason for modifying the opinion. In the line of curtains, carpets and similar goods there would be opportunity for certain lines, if it be remembered that the customs duty on such goods in Brazil is based upon weight and is the same for all classes of goods of the same material, so that light goods have the advantage in every way. American shoes are being introduced rapidly and are popular. American leathers are securing more and more of a permanent hold upon the Brazilian market. All such goods, of course, must have regard for the hot, damp climate.

Business houses in Brazilian cities favor the introduction of American office fixtures, furniture and conveniences where duties will admit, but so far there has been little done in this line. In the way of office desks, for example, freight upon the full bulk of a desk is high and duties run something like 300% on an average. However, much undoubtedly can be done in such lines here, especially if furniture can be shipped in the "knocked down" form. American typewriters dominate the market and are likely to continue to dominate it. Counting machines, copying machines, and similar conveniences are not common as yet, but there ought to be a sale here for them. Index file systems are not common, but I believe could be introduced by proper efforts. Furniture generally in Brazil may be divided into two classes—the fine imported sorts, running to highly decorated, light weight French styles; and the

home made—more substantial but less attractive. There is nothing in the way of American style furniture known in Brazilian markets, but this is due to the inaction or inattention of American furniture makers. I believe there is an immediate satisfactory market for the better grades of iron beds, sofas, davenport, iron chairs and tables, and such goods, although probably there will be need of a campaign of education for their introduction. Portable oil stoves for heating are being gradually introduced in the mountain cities. Modern gas ranges, gaslight novelties, and similar goods are salable in the larger places. All such goods should be made with regard for the climate. The use of damp proof metal in all such manufactures is advisable for Brazil or any other tropical country.

The greatest demand for any line of American products at the present time is in the line of agricultural and industrial machinery. The government of Brazil favors the importation of such machinery by admitting it at low duty or duty free under certain circumstances, and the several state governments, as well as the federal government, offer every encouragement to planters and national industries to secure modern machinery. In agricultural machinery the demand is for modern plows, cultivators, cotton working machinery, corn shellers, mowers, rice machinery, coffee machinery, sugar making machines and the like. The demand for farm wagons is likely to develop rapidly if attention is paid to the particular needs of the country in this line. There is demand for small motors, especially for kerosene and alcohol motors, and the demand for all kinds of engines is increasing, although so far the industrial development of Brazil has not been such as to lead to any great demand for power. The future power supply of Brazil is to be from hydro-electric plants and there is big sale in Brazil for water power machinery, generators, dynamos, and electric machinery generally. There is chance for the sale of small machinery plants of many sorts like biscuit making machinery, canning factory machines, laundry machinery, wood working machinery of various sorts. There is demand for saw mills of various sorts and sizes. The development in the way of small lumber plants in the country is likely to be notable in extent and in rapidity. Water-power plants for use with them, lumbering machinery, tools and appliances, small railway plants, and the like, represent, or are likely in the immediate future to represent, a very considerable trade. In the line of such railways and in locomotives particularly Amer-

ican trade already is very satisfactory. Electric lighting services are being inaugurated all over Brazil, and there is rapidly growing trade in everything pertaining to electricity which American interests need to consider. American tools are popular where known, but are not generally known. Most of the workmen are European trained, or have learned their trades from European trained workmen and are disposed to use European tools—often tools a hundred years behind the times. American saws are becoming better known and are growing in popularity. Cross-cut saws ought to be sold here in large volume. American cutlery is fairly well known and the trade in that line has been considerable for a number of years. It has been looked after badly, however, and imports from the United States have varied for that reason more than any other. Kitchen utensils from the United States are almost unknown. Those sold here are expensive, are European in style and use, and are inferior in many ways to the best American goods and the latter, when known, are so popular that specifications for public contracts have called for them. There is not the general trade in them there ought to be, because it is not pushed. Screen doors, windows and screen goods generally; clothes wringers, metal tubs, buckets, small locks, awning frames, metal signs, wire goods of all sorts, and similar articles can be sold here if introduced. Many of such lines are almost unknown here, but when known are very popular.

The list of goods of a general sort which can be sold by Americans in Brazil might be extended indefinitely. American paper products can be sold here when American exporters care to give attention to the trade and fill orders; the imports of such goods from the United States in general following the course of American exporters rather than of Brazilian importers. Prices charged here for pasteboard goods, boxes, cartons, wrapping papers, etc., are very high. The duty is responsible for much of the cost, but the lack of general use of them is responsible for more. Paper bags are all but unknown, though there is no reason why this should be the case. It seems to me that there would be a good market here for light wood goods like fruit baskets—possibly the better trade would be in machinery for the manufacture of such goods. Print paper is imported from Belgium, as a rule, being Norway goods. Stationery is of European manufacture, but American paper would be popular if introduced at reasonable prices. Pens, pencils, stencils, rubber stamps, and such goods generally

from the United States, would be acceptable. American school supplies are being introduced into the more progressive schools all over this portion of Brazil. Lithograph stock, calendars, cheap pictures framed and unframed, decorative specialties and all such goods come from Europe, but are in no way superior to American goods. Articles of personal adornment generally come from Europe. In jewelry, for instance, the styles are almost altogether European. American jewelry men who have entered the trade have found it satisfactory, although American styles are very much different from the European styles and it is necessary to make some concessions or do something else to introduce them. The Brazilians are especially fond of jewels and diamonds, pearls, semi-precious stones, and all such goods are handled in great volume. I think there is an especially good field here for standard American mountings for all varieties of stones. Most of such goods here are hand made and are unduly expensive. There has been a good business done in cheap jewelry on the imitation diamond order common in the United States. Silver and plated ware is sold in increasing quantities. The tariff duties favor solid silver goods, but the proportion of plated goods imported in the country is increasing. Considerable business is being built up in white metal goods, aluminum and nickel ware. In short, all that is attractive in American metal manufactures can be confidently offered for sale here.

The imports of Brazil from the United States at the present time consist, as they always have consisted, very largely of food products and building materials. In the line of food products the United States has always sent the larger portion of the flour, lard, and bacon imported by this country. Of late years Argentina has cut into the American flour trade, and for cheap flour in the middle and southern portion of Brazil it is likely to hold its own indefinitely. In lard Brazilian production has cut into the old-time American trade somewhat, although in the past year American lard has gone back to its old-time volume. American bacon is popular. In all such goods American trade depends solely upon cost and tariff. The superiority of American goods over Brazilian, and in most of such lines those from other countries, is freely admitted. There could be more done in the sale of American tinned meats for the use of travelers than there is being done. American codfish is popular and is one of the great imports of the country. American cotton seed oil is dominating the Brazilian market. There is little

chance here for the sale of American tinned vegetables and fruits because of the duties raising the price beyond the consumption point. Dried fruits from the United States ought to be sold here in notable quantities in spite of the high duties, for the goods now imported are mostly European and are generally of inferior quality. Common wines of American origin could be sold here. American apples are sold here in increasing quantities and the trade is likely to develop into a very notable one. American biscuits are not sold here, although there is a considerable trade in some lines of the English product. American candies of high grade could be sold here and are already in considerable demand among those familiar with their merits. I believe that something could be done here in the way of American breakfast foods if they were packed so as to withstand the effects of the hot, moist climate. In all food exports to Brazil, in all exports of all sorts, for that matter, the ever-present necessity of considering the climate and its effect upon merchandise must be considered.

In the line of building materials in which the United States has had the lead for many years it should be stated that the trade of the United States has been almost altogether in the line of raw materials. Pitch pine has been the basis of the trade. It continues to be the great single item in this line of goods. American pressed brick and some American tiles have been imported for several particular enterprises, but importations have not continued more on account of price, apparently, than anything else, although styles also are to be considered, the styles here leaning to the south European rather than American. The trade in prepared paints from the United States is growing and ought to grow more, especially in view of the fact that there is a tariff preferential in favor of American paints granted by the Brazilian government. There has been little steel used in building construction, most of the buildings being of stone and brick, the brick, as a rule, covered with plaster. Some American cement has been used, but mostly by Americans on enterprises here in which they are engaged. There is no reason why American brick, tile, cement, and all similar goods should not be sold in large quantities here if American exporters will have agents on the ground to get the business. Considerable corrugated iron and steel is used for temporary buildings, but the American share of the trade has not been very great because of a lack of attention to it. Steel shingles and laths, steel rods for re-

inforcing concrete, iron shutters and doors, fire doors and shutters, vault doors, kitchen sinks and fittings, plumbing goods generally, are in increasing demand. American steel men so far have secured very little of the small business in iron and steel beams for building purposes, because in the first place there have been no agents on the ground to secure the business, and in the second place American manufacturers have not been able to compete with foreign manufacturers in work requiring so many changes of machinery and so much labor. In bath-room fittings and modern plumbing there is little known here of what the United States can do. Until there is a comprehensive campaign in favor of the American products the preference shown will be for European goods, but if properly presented there is every reason to believe that American manufacturers would have a very large share if not the larger share of the trade. Water mains and pipes and pipe goods generally come from Germany and Belgium, mostly because no American houses have been after the business.

American automobiles have been very successful in Brazil when properly presented, as some of them have been in the past year and a half. Motor boats are coming into favor and there is no doubt but that American exporters can secure the greater portion of this business, if they will make arrangements for the proper display of their goods here. American safes can be sold in Brazil if more attention is paid to the matter of weight in relation to customs duties. Pharmaceutical products from the United States are coming more and more into vogue. The American tablet form of medicines, is becoming popular, and this trade could be very largely in American hands if it was looked after, the result of work done so far being very satisfactory. American dental machinery and supplies dominate the market here at the present time. Surgical instruments and enameled surgical ware from the United States can be sold readily in this market. Infants' foods, malted goods, tonics, and "medical foods" generally are being introduced from the United States by several manufacturers' agents very successfully, the French products in this line being the most successful competitors. American beers are sold successfully in the north of Brazil, but are held down in volume by the excessive duty charged imports of such beverages in favor of the Brazilian beers brewed from imported materials in most of the larger Brazilian cities. There would be a good sale of glass bottles and bottle specialties if the trade was can-

vassed. There is a market here for American toilet specialties, American sponges, soaps, toilet waters, etc., although the trade in most of these articles is interfered with greatly by high customs charges.

The Brazilian Customs System.

Such list of articles of more or less trade possibilities between the United States and Brazil is not to be considered as in any way complete but is merely suggestive. In any one line there must be considered the conditions surrounding the trade in that particular line before anything of moment can be accomplished, or a permanent and satisfactory trade inaugurated. Chief of such conditions is the Brazilian tariff system. In most respects the tariff system of Brazil is similar to that of the United States, except that its rates run very high. The average duty charged on all imports, free and dutiable, coming into Brazil in 1907 was about 60% of the value of the goods at the port of shipment. Leaving the duty free goods out of consideration the rate actually charged on goods imported was about 70%. As a matter of fact, most of the articles imported carried duties averaging considerably over 100% of their value at a home port. It is evident that with such duties to be paid the amount of goods to be sold in many lines is limited. The United States is not only as well off as other nations in this respect but, as a return for the immense amount of coffee and raw rubber it imports from Brazil free of duty, it is enjoying a preferential reduction in the duty on eleven classes of goods from the United States, viz.: flour, condensed milk, pianos, windmills, typewriters, prepared paints, refrigerators, manufactures of rubber, inks (except writing inks), watches and clocks, and scales. This reduction is material in one or two of the items and indicates at least a friendliness to American trade in the others. Nevertheless, the tariff of Brazil is high and hinders the development of American trade in some special lines by restricting consumption of certain classes of goods, which otherwise would move from the United States in great volume.

Goods from the United States for Brazil amounting to Rs.100\$ or about \$30.00 in value, or weighing more than 10 kilograms (22 pounds), or more than a limited size in bulk, must be invoiced before a Brazilian consular officer in the United States in a manner similar to the invoicing required for imports into the United States. Upon being received in a Brazilian port the importer must enter

them through the service of a "dispatchante," or broker, who has given bond to the government for the performance of his duties. This official enters the goods, secures the order for their passage upon the payment of duty, and forwards them to the owner. The dispatcher charges from 1 milreis to 25 milreis (from 30 cents to \$7.50) for each case or package entered and dispatched.

Duties in Brazil are fixed either by ad valorem rates, a specific duty, or both. A large portion of the income of the country from customs sources goes to pay interest on the foreign debt. The currency of the country is paper, which varies in value in terms of gold from day to day, generally, and, to avoid the variation of income in terms of gold resulting from the fluctuating currency, the government has established the rule that all merchandise for customs purposes shall be valued at the rate of 12 pence to the milreis instead of the market rate, which is at present 15 pence. The result is that ad valorem duties are by this rule increased 25%. By the tariff law now in force 35% of the duty on some goods and 50% of the duty on the rest of the schedule are collected in gold. In practice this means that the portion payable in gold is payable in ordinary currency, taking an amount of currency equal to gold exchange at the current rate. This increases the duty payable in paper about 75% for the amount payable in gold. There is also assessed a duty of 2% of the value of the goods in gold for port improvement charges and a charge for statistical purposes is also made. The duties in reality will run about twice the theoretical rate as published in the tariff schedule.

The duty as fixed by the local authorities is subject to review by a board composed of several customs officers and later by the Ministry of Finance. However, if an appeal is taken and lost the importer taking the appeal is fined. Inasmuch as half of the fine goes to the informer in any case—the local official concerned, generally—it is necessary to give strict attention to details in customs matters.

Goods worth less than \$30.00 and coming within the limits indicated above, can be shipped on a parcels receipt as a sample, the steamships serving Brazil having established rules governing the transportation of such goods. It should be noted by American exporters that there is no parcels post with Brazil, and goods sent by mail must pay international letter postage—5 cents for each half ounce or fraction thereof. The only compensation for such

state of things is the doubtful one that in shipping such goods from Brazil to the United States the charge is about 9 cents for each half ounce or fraction thereof.

The Situation in General.

Taking the trade between the United States and Brazil as a whole, and it may be said to come within certain well-defined rules which should apply to the extension of American trade everywhere. In the first place, if the field cannot be thoroughly worked it should not be worked at all. As a general thing it will pay American exporters to take up foreign territory of limited scope and work that thoroughly, rather than to attempt a general campaign by correspondence, covering much of the world generally and none of it particularly. It is far better, as a rule, instead of sending catalogues and letters broadcast over the foreign field, to spend the same money on an agent in some limited territory. This is certainly true of Brazil.

The language of Brazil is Portuguese, not Spanish, and if correspondents here cannot be addressed in Portuguese, as they should be, English might as well be used as any other language. In the jobbing and wholesale houses there are almost invariably people who read English and generally can speak it fluently. Literature should be prepared for the trade in Portuguese. If the trade is not worth that much trouble and expense it is not worth trying for.

The topics treated of briefly in this review have been considered more or less at length from time to time in reports from this consulate general, and in case of contemplated action in the Brazilian trade field American exporters should not only consult such reports, but they should write for specific information and should make direct personal and technical investigation in their respective lines. The lists of importers herewith submitted are as comprehensive and accurate as time available for the work has enabled the consulate general to secure, but they are not offered with the idea that correspondence with the firms therein included will of itself bring trade. The lists rather should be used as a means of securing agents in the field, of securing direct and up-to-date information in the lines of trade specially indicated, and of serving as means of introducing American exporters in this field as a basis for comprehensive and effective work on the part of their representatives.

It will be noted that quite a large number of firms are included

in several lists, especially those noted as general importers. Such firms as a rule have a large number of lines; are old established houses whose business has come down from the days when such concerns handled all lines of imports—were trading firms in the old sense of the term. Any of these houses will handle almost any line of goods in which there is a profit. For instance, any of them is prepared to sell American flour, or most products, if the market here can be met. This entire phase of the business is merely another illustration of the necessity of establishing agencies if trade is to be secured.

The extension of American trade in Brazil is not to be an easy matter. It will be had only in the face of the keenest competition, after hard and persistent effort, and in some lines only after considerable outlays of capital. But the trade is worth having and will pay for all its costs.

PORT OF RIO DE JANEIRO.

Population (Federal District), 825,000; with Trade Dependencies, 1,000,000.

Agricultural Machinery. (See Machinery Jobbers.)

Automobiles, Motors, Motor Boats, Bicycles, etc.

Blum & Co., Rua Primeiro do Março, 52.
 Moreno Borlido & Co., Rua Ouvidor, 114.
 Auto Palacio, Marq. Abrantes.
 Antunes Santos & Co., Avenida Central, 14.
 Dixon & Co., Rua Alfandega, 33.
 Isnard & Co., Rua Hospício, 103.
 Walter Bros., Rua Quitanda, 115.
 Laport Irmão & Co., Avenida Central, 62-64.
 Fred Figner, Rua Ouvidor, 105.
 Frederic Otte, Rua Ouvidor, 101.

Associations, Commercial, etc.

Associação Commercial do Rio de Janeiro, 1º do Março.
 Associação dos Empregados do Commercio, Avenida Central.
 Associação Christão dos Moços. (Y. M. C. A.) Rua Quitanda.
 Camara den Commercio Franzeza do Rio de Janeiro, Rua Sete de Setembro, 33.

Banking Institutions.

Banco Commercial Italo-Braziliano, Rua 1º do Março, 45.
 Banco do Estado do Rio de Janeiro, Rua 1º do Março, 65.
 Banco Hypothecario do Brazil, Rua 1º do Março, 35.
 Banco da Lavoura e do Commercio do Brazil, Rua 1º do Março, 61.
 Banco do Brazil, Rua Alfandega, 9.
 Banco Enião do Commercio, Rua 1º do Março, 41.
 Brasilianische Bank für Deutschland, Rua Quitanda, 109.
 London & Brazilian Bank, Rua Alfandega, 16.
 London & River Plate Bank, Rua Alfandega, 19.
 The British Bank of South America, Rua 1º do Março, 31.

Bicycles. (See Automobiles, Motors, etc.)

Boots and Shoes.

A. Portella & Co., Rua Ouvidor, 76.
 A. Santos & Co., Rua Quitanda, 133.
 Amaral & Co., Rua Quitanda, 100.
 Angelo Jannuzzi & Co., Rua Ouvidor, 5.
 Antonio de Souza, Rua Mar. Floriano Peixoto, 85.
 Au Carnival de Venice, Rua Ouvidor, 108.
 Au Parc Royal, Largo do São Francisco, 8-14.
 Barbosa Freitas & Co., Avenida Central, 136.
 Benjamin & Co., Rua Novo do Ouvidor, 8.
 Casa Samaritana, Avenida Central, 89.
 Correa & Correa, Rua Halfeld, 132.
 Companhia Calçado Clark (3 stores in Rio, 4 in São Paulo, factory in São Paulo), Rua Ouvidor, 67.
 Costa Carvalho & Co., Rua General Camara, 154.
 Crashley & Co., Rua Ouvidor, 36.
 Fernando Vario, Rua Uruguayana, 92.
 J. Ribeiro, Rua Uruguayana, 135.
 Pereira Bastos & Co., Rua Carmo, 65.
 Casa Colombo, Avenida Central.

Rio de Janeiro.

Building Materials, Miscellaneous.

- A. Costa & Co., Rua Evar. de Veiga, 3.
 A. Nunes Sampaio, Rua São Christavão, 102.
 Amaral Guimarães & Co., Rua São José, 66.
 Antonio Lorenzo, Rua Quitanda, 111.
 Arthur Bastos & Co., Frei Caneca, 107.
 Braga Carneiro & Co., Rua Alfandega, 34.
 J. Velloso & Co., Rua Santa Luzia, 45.
 Machado Bastos & Co., Rua Miguel de Frias, 30.
 Moss Irmãos & Co., Rua Barão de Felix, 132.
 Victor Uslaender & Co., Rua General Camara, 33.

Structural Steel, etc.

- Behrend Schmidt & Co., Rua Alfandega, 32.
 Farinho, Carvalho & Co., Rua Camerino, 120.
 Herm. Stolz & Co., Avenida Central.
 Justino Alegria & Co., Rua S. Pedro, 102.
 Mayrink, Abreu & Co., Rua Municipal.

Building Contractors, Construction Companies, etc.

- Antonio Januzzi, Irmão & Co., Avenida Central, 144.
 Companhia Edificadora, Rua Alfandega, 78.
 Costa & Co., Avenida Central, 157.
 Francisco José de Mesquita & Co., Rua Lavradio, 50.
 Ross Irmãos & Co., Rua Julio Cesar, 15.
 Empresa Industrial e Melhoramentos do Brazil, l' do Março, 127.
 J. Otell Sola, Avenida Central, 133.
 Antonio Cid Loureiro, Rua Carioca, 79.

Carriages and Carriage Parts, Manufacturers of.

- Jonathan Pereira, Rua Visc. de Sapucahy, 183.
 Laborde Orgaert & Co., Rua Lavradio, 156.
 Vianna & Silva, Rua Visc. de Sapucahy, 62.
 Henrique Faulhaber, Rua Mar. Deodora, 67.
 M. Almeida & Co., Rua Gen. Gomes Carneiro, 16.
 Mathias & Macedo, Rua Roachuelo, 176.
 Hippert & Irmão, Rua Frie Caneca, No. 30.
 João Guilmerme Monken, Rua S. Joaquim, 48.

Importers of.

- Hasenclever & Co., Avenida Central, 76.
 Henry Rogers & Sons, Rua Visc. de Inhauma, 39.
 Oscar Taves & Co., Rua Theo. Attoni, 73.
 Arens & Co., Avenida Central, 20.
 Isnard & Co., Rua Hospicio, 103.
 Walter Bros., Rua Quitanda, 115.

Bricks, Tile, etc., Manufacturers and Importers.

- Associação de M. S. Auxiliadora, Rua Humaytá, 56.
 Antonio Gomes da Silva, Rua Uruguay, 21.
 Fabrica de Santa Cruz, Praia de Bica, Ilha do Governador.
 J. Ramos & Co., Rua Riachuelo, 53.
 Mendes & Co., Praia de Botafoga, 264.
 Oliveira & Irmão, Rua Humaytá, 58.
 Francisco José de Silva, Rua Laranjeiras, 188.
 Diogo de Souza Avellar, Rua Industrial.
 Ferreira & Co., Rua Paulo Brito, 24.
 João Fernandes, Rua Hospicio, 107.
 Barbosa, Amaral & Pimental, Rua Ajuda, 37.
 Amaral Guimaraes & Co., Rua S. José, 66.

Rio de Janeiro.

Canning Machinery. (See Machinery Jobbers.)

Cement. (See Building Material.)

Brewers and Bottlers in Rio de Janeiro.

- Compania Cerveja Brahma, Rua Visc. de Sapucahy, 104.
 Companhia Cerveja Polonia, Rua General Camara, 113.
 Companhia Cerveja Bohemia, 7' de Avril, 16. (Petrópolis.)
 Cortes, Varella & Co., Rua Sen. Pompeu, 190.
 P. Guimarães & Co., Rua Visc. de Inhauma, 13.
 Viveiros & Co., Rua S. Francisco Xavier, 31.
 Napoleão F. da Silva Lima, Rua Carioca, 66.
 Lages Cabel & Co., Rua Sen. Dantes, 52.
 Bilz Companhia Limitada, Rua Itapiru, 127.
 Companhia Superaris do Brazil, Rua S. Pedro, 221.
 Fran. Marreca & Co., Rua Hospicio, 283.
 J. Alves Machade, Rua Alfandega, 13.
 J. P. Magalhães, Rua Saude, 119.
 Empresa Caxambu, Rua Alfandega, 21.
 J. Araujo & Co., Rua Uruguayana, 103.
 Arthur Aguiar, Rua Gonçalves Dias, 81.

Civil Engineers, Architects, etc.

- Antonio Jannuzzi, Avenida Central, 144.
 Antonio Raffin, Trav. S. Francisco de Paulo, 1.
 Carlos Rossi, Rua do Carmo, 15.
 F. Casimira, Rua Curiyes, 143.
 Alfredo Lisboa, Rua l' do Março, 103.
 João Catell Sola, Rua Sete de Setembro, 136.

Dental Supplies, Importers of.

- Moreno Borlido & Co., Rua do Ouvidor, 114.
 Louis Hermann & Co., Rua Gonçalves Dias, 65.
 Moreira Barbosa, Rua Quitanda, 56.
 Julio Berto Cirio, Rua Ouvidor, 149.
 J. Bastos & Co., Rua S. Pedro, 31.

Druggists Supplies, Importers of.

- Araujo Freitas & Co., Rua S. Pedro, 99.
 Blum & Co., Rua l' do Março, 52.
 Braga Carneiro & Co., Rua Alfandega, 34.
 De la Balze & Co., Rua S. Pedro, 72.
 F. Canella & Co., Rua Alfandega, 84.
 J. M. Pimental & Co., Rua Uruguayana, 144.
 King, Ferreira & Co., Rua l' do Março, 11.
 Moreno Borlido & Co., Rua Ouvidor, 114.
 Paulo Zsigmondy, Rua General Camara, 78.
 Silva Gomes & Co., Rua S. Pedro, 22.
 Silva Moreira, Rua l' do Março, 25.
 Victor Uslaender & Co., Rua l' do Março, 60.

Dry Goods, Textiles, Furnishing Goods, etc., Importers for Commission.

- A. Bonnard & Co., Rua Alfandega, 86.
 Blum & Co., Rua l' do Março, 52.
 Braga Carneiro & Co., Rua Alfandega, 34.
 Cunha, Caldeira & Co., Rua Th. Attoni, 23.
 E. Salathé & Co., Rua Visc. de Inhamua, 25.
 Hasenclever & Co., Avenida Central, 69.

Rio de Janeiro.

Importers and Retailers.

- A. Pinto Ribeiro & Co., Rua Theatro, 37.
 A. Nunes & Co., Rua Ouvidor, 35.
 A. Portella & Co., Rua Ouvidor, 76.
 Au Carnaval de Venise, Rua Ouvidor, 108.
 F. Portella & Co., Avenida Central.
 Maison Blanche, Rua Urugayana, 78.

Educational Institutions, Secondary and Higher.

- Conservatoria Livre de Musica, Rua do Carmo, 47.
 Escola do Astronomia e Engenharia, Morro do Castello.
 Escola Correctional Quinze de Nov., Rua S. Christavão, 168.
 Escola Livre de Odontologia, Praça Tiradentes, 9 (Dental College).
 Escola de Minas, Ouro Preto, Minas Ceraes (College of Mines).
 Escola Nacional de Bellas Artes, Travessa de Bellas Artes, 2.
 Escola Polytechnica, Largo S. Francisco, 26.
 Faculdade de Medicina, Largo do Misericordia (Medicine).
 Gymnasio Nacional, Rua Flor, Peixoto (Secondary School).
 Instituto Nacional de Musica, Rua Luiz de Gamões, 52.
 Instituto Benjamin Constant, Praia da Saude.
 Instituto Nacional de Surdo Mudos, Rua Laranjeiras (Deaf and Dumb School).
 Escola Normal, Praça de Republica, 54.
 Museu Commercial, Avenida Central, 154 (Permanent Exhibit of Brazilian Products).
 Directoria Geral de Instrução Publica (Directory of Public Instruction), Rua Lavradio, 96.

Electrical Supplies, Importers of.

- Dodsworth & Co., Avenida Central, 87.
 Walter Bros., Rua Quitanda, 115.
 H. Smyth, Rua Quitanda, 37.
 F. F. Braga, Rua Gonçalves Dias, 46.
 Moreno Borlido & Co., Rua Ouvidor, 114.
 Siemens Schuchterwerke, Avenida Central, 79.
 Behrend Schmidt & Co., Rua Alfandega, 32.

Exporters and Forwarding Agents, Miscellaneous.

- A. Santos Moreira & Co., l' do Março, 11.
 Angelino Simoes & Co., Rua Mercado, 31.
 Antonio Lorenzo, Rua Quitanda, 111.
 Antunes, Irmão & Co., Rua 13 de Maio, 10.
 Braga Costa & Co., Rua Alfandega, 107.
 Carlo Pareto & Co., Rua l' do Março, 23.
 Charles Rau & Co., Rua S. Pedro, 11.
 Davidson Pullen & Co., Rua Quitanda, 119.
 Fry, Youle & Co., l' do Março, 73.
 Gustav Trinks & Co., Rua Quitanda, 141.
 J. Rainho & Co., Rua Hospicio, 40.
 Theo. Wille & Co., Avenida Central, 79.
 John Moore & Co., Rua Candelaria, 8.
 Victor Uslaender & Co., Rua l' do Março, 60.

Exporters, Coffee.

- Arbuckle & Co., Rua S. Bento, 2.
 Carlo Pareto & Co., Rua l' do Março, 23.
 Gustav Trinks & Co., Rua Quitanda, 141.
 McLaughlin & Co., Rua Cons. Saraiva.
 Ornstein & Co., Rua l' do Março, 54.

Rio de Janeiro.

Exporters, Coffee.—Continued.

- Pinto & Co., Rua Cons. Saraiva.
 Hard Rand & Co., Rua Visc. de Inhauma.
 Theo. Wille & Co., Avenida Central, 79.

Manganese.

- Carlos Wigg, Visc. de Inhauma.

Firearms and Ammunition.

- A. Pinto & Co., Rua Quitanda, 102.
 Albino Sá & Co., Rua Th. Attoni, 20.
 Arp & Co., Rua Ouvidor, 68.
 Edmundo Machado, Rua Visc. de Inhauma, 24.
 Emile Laport & Co., Rua Alfandega, 75.

Furnishing Goods. (See Dry Goods.)

Furniture, Importers and Manufacturers.

- A. Freitas & Co., Rua Hospicio, 178.
 A. M. Rapello, Rua Cottete, 60.
 Arthur Leitão, Rua Quitanda, 22.
 Casa Castello, Rua Invalidos, 31.
 Casa Doux, Rua Urugayana, 7.
 Companhia Mercenaria Brasileira, Rua Constituição, 3.
 F. Portella & Co., Avenida Central.
 Julio de Moraes, Rua do Ouvidor, 44.
 Leandro Martins & Co., Rua Ourives, 91.
 Manoel Ferreira Tunes, Rua Ouvidor, 53.
 Moreira Mesquita, Rua Conceição, 101.
 Ribeiro & Dias, Rua Passeio, 52.

Glass and Chinaware, Importers of.

- Amaral Gonçalves & Co., Rua Quitanda, 31.
 Amaral Guimarães & Co., Rua São José, 66.
 Bellingrodt Meyer & Co., Rua S. Pedro, 50.
 Correa & Co., Rua Frei Caneca, 132.
 J. Cypriano & Co., Rua Quitanda, 85.
 José Silva & Co., Rua Quitanda, 123.
 Osorio & Santos, 28 de Setembro, Villa Isabel.
 Rouchon & Co., Rua Hospicio, 95.
 Leonardes & Co., Rua Ouvidor, 130.

Groceries, Importers of.

- Ayres de Souza & Co., Rua Ouvidor, 46.
 Crashley & Co., Rua Ouvidor, 36.
 Casa Viva Henry, Rua Gonçalves Dias, 40.
 Coelho, Dias & Co., Rua Ouvidor, 37.
 Mendes & Co., Rua de Manoel.
 Lebrão & Co., Rua Gonçalves Dias, 32.
 Nirolau Carelli & Co., Rua Urugayana, 85.

Hardware, General Importers of.

- Behrend Schmidt & Co., Rua Alfandega, 32.
 Bernardo de Magalhães, Rua do Ouvidor, 3.
 Borlido Moumz & Co., Rua do Ouvidor, 55.
 Carlos Schlosder & Co., Rua Alfandega, 64.
 Carvalho Costa & Co., Avenida Central, 63.
 Freitas Couto & Co., Avenida Central, 82.

Rio de Janeiro.

Hardware, General Importers of.—Continued.

- Hasenclever & Co., Avenida Central, 69.
 Herm. Stolz & Co., Avenida Central, 66.
 Hime & Co., Rua Theo. Attoni, 32.
 J. R. Sucena & Co., Rua Wuitanda, 66.
 J. H. Soares & Co., Rua Passagem, 17.
 José Gomes de Freitas, Rua 3 do Maio, 92.
 Moreno Borlido & Co., Rua Ouvidor, 114.
 Davidson, Fullen & Co., Rua Quitanda, 119.

Ice Manufacturers.

- B. F. De Costa e Sousa & Co., Rua Santa Luzia, 53.
 Camara Frigerifica, Rua Santa Luzia, 59.
 Ferreira Irmão & Co., Rua 1° do Março, 4.
 Mancel Antonio Caçador, Rua Visc. de Sapuchay, 90.
 Mancel José Pereira, Praça do Mercado, 74.

Importers, Commission Houses, etc.

- A. Bonnard & Co., Rua Alfandega, 86.
 A. Grados, Rua General Camara, 39.
 A. L. Ferreira de Carvalho & Co., Rua 1° do Março, 81.
 A. Thun, Rua 1° do Março, 53.
 Albino, Sá & Co., Rua Theo. Attoni, 20.
 Alfredo Hanson, Rua S. Pedro, 84.
 Alfredo de Carvalho & Co., Rua 1° do Março, 8.
 Amaral Guimarães & Co., Rua S. José, 66.
 Antonio Lorenzo, Rua Quitanda, 11.
 Davidson Fullen & Co., Rua Quitanda, 119.
 Walter Bros., Rua Quitanda, 115.
 Blum & Co., Rua 1° do Março, 52.
 Hasenclever & Co., Avenida Central, 69.
 Herm. Stolz & Co., Avenida Central, 66.
 Theo Wille & Co., Avenida Central, 79.
 Hampshire & Co., Rua Quitanda, 2. Candelaria, 17.
 James Magnus & Co., Rua S. Pedro, 68.
 P. J. Cristoph, Rua General Camara, 112.
 John Moore & Co., Rua Candelaria, 8.
 Luiz Hermann & Co., Rua Gonçalves Dias, 65.
 Moreno Borlido & Co., Rua Ouvidor, 114.
 Paulo Zsigmondy & Co., Rua General Camara, 78.
 Victor Uslaender & Co., Rua General Camara, 33.

Industrial Machinery. (See Machinery Jobbers.)

Jewelry Dealers and Importers.

- Achille Bove, Rua Gonçalves Dias, 70.
 Oscar Machadd, Rua Ouvidor, 67.
 Campos Mohrstadt & Co., Rua Quitanda, 123.
 Farini Sobrinho & Co., Rua Ouvidor.
 D'Orsi & Co., Rua Ouvidor, 94.
 Edwardo Clerc & Co., Rua Quitanda, 123.
 F. Krussmann & Co., Rua Ouvidor, 32.
 Gondolo & Labouriau, Rua Quitanda, 71.
 J. Neves & Co., Rua Urugayana, 8.
 José de Pinto de Sá Coutinho, Praça Tiradentes, 28 A.
 Lambert Freres & Co., Rua Hospicio, 106.
 Medrado Rocha & Co., Rua Urugayana, 6.
 Patek, Phillipe & C., Rua Quitanda, 71.

Rio de Janeiro.

Lithographic Establishments, Printing, etc.

- Almeida Marques & Co., Rua Quitanda, 48.
 Companhia Graphica do Brazil, Rua Lavradio, 55.
 Companhia Typographica do Brazil, Rua Invalidos, 93.
 Francisco Vilmar, Rua Hospicio, 50.
 J. Queiros, Rua Quitanda, 50.
 L. Malafaia Jr., Rua Assembleia, 73.
 Léon de Rennes & Co., Rua Assembleia, 75.
 Leuzinger & Co., Praça Tiradentes, 51.
 M. Orosco & Co., Rua Quitanda, 38.
 Papelaria Gasper, Rua Quitanda, 113.
 R. Carvalho & Borges, Rua Ourvies, 147.

Importers of Leather.

- Blum & Co., Rua 1° do Março, 52.
 Breissen & Co., Rua Sete de Setembro, 35.
 Gonçalves Carneiro & Co., Rua Sete de Setembro, 39.
 Guimarães Pinto & Co., Rua Quitamba, 22.
 J. Oloveira Pinto & Co., Rua Alfandega, 146.
 Paulo Zsigmondy & Co., Rua General Camara, 78.
 Rocha Lima & Co., Rua Julio Cesar, 51.
 Vasconcellos & Co., Rua Sete de Setembro, 64.
 Walter Bros. & Co., Rua Quitanda, 115.
 Pinto Angelo & Co., Rua Quitanda, 35.
 Janot, Rody & Co., Rua Quitanda, 75.
 Lustosa, Faria & Rodrigues, Rua Sete de Setembro, 93.
 Antonio dos Santos Lima, Rua General Camara, 81.

Lumber Dealers and Importers.

- J. Velloso & Co., Rua Santa Luzia, 45-47.
 Moss, Irmão & Co., Barão de S. Felix, 132.
 Davidson Pullen & Co., Rua Quitanda, 119.
 James Magnus & Co., Rua São Pedro, 88.
 Arthur Bastos & Co., Rua Frei Caneca, 107.
 Domingos Joaquim de Silva, Rua Saude, 174.

Machinery Jobbers, Agricultural, Industrial, Power Transmitting, etc.

- Arens & Co., Avenida Central, 20.
 Henry Rogers & Sons, Rua Visc. de Inhauma, 39.
 Hampshire & Co., Rua S. Pedro, 2.
 Lidgrewood Manufacturing Co., Avenida Central, 49.
 Hime & Co., Rua 1° do Março, 32.
 Laport Irmão & Co., Avenida Central, 60.
 Walter Bros. & Co., Rua Quitanda, 115.
 Schill & Co., Rua Sao Bento, 26.
 Fry Youle & Co., Rua 1° do Março, 73.
 Borlido Maio & Co., 1 Rua Rosario, 17.
 Haupt, Bhein & Co., Rua Alfandega, 42.
 Herm. Stolz & Co., Avenida Central.
 Hasenclever & Co., Avenida Central, 69.
 F. Upton & Co., Avenida Central, 18.

Musical Instruments, Importers and Dealers.

- Arthur Napoleão, Avenida Central, 122.
 J. R. Sucena & Co., Rua Quitanda, 86.
 Manoel A. Gomes Guimarães, Rua Ourvies, 10.
 Moreira Barbosa, Rua Ouvidor, 51.
 A. Guigon & Co., Rua Sete De Setembro, 141.

Rio de Janeiro.

Musical Instruments, Importers and Dealers.—Continued.

E. Bevilacqua & Co., Rua Ouvidor, 151.
 Antonio de Brito Lyra, Avenida Central, 161.
 C. Carlos J. Wehrs, Rua Hospício, 92.
 Luiz Portella, Rua Assembleia, 106.

Office Furniture, Filing Cases, etc.

Chas. M. Pratt, Rua Quitanda, 44. (Cash Registers.)
 Fred Figner, Rua Ouvidor, 105.
 Walter Bros., Rua Quitanda, 115.
 (See Furniture.)

Oils, Cotton-seed, etc.

Davidson, Pullen & Co., Rua Quitanda, 119.

Oils, Lubricating, etc.

Davidson, Pullen & Co., Rua Quitanda, 119.
 Henry Rogers & Sons, Rua Visc. de Inhauma, 39.
 Schill & Co., Rua São Bento, 26.
 Walter Bros., Rua Quitanda, 115.
 Laport Irmãos & Co., Avenida Central, 60.

Paints, Importers and Dealers.

Hime & Co., Rua Theo Attoni, 32.
 Arede, Silva & Co., Rua Lavradio, 70 A.
 Asty & Co., (Varnish Mfgs.), Rua Theo. Attoni, 61.
 Braga, Saiva & Co., Rua Theo. Attoni, 115.
 Antonio Gil de Gastinheiros, Rua Frei Caneca, 213.
 Correa, Leite & Co., Rua Hospício, 69.
 Hasendever & Co., Avenida Central, 69.
 Meyer & Usão, Rua Alfandega, 97.
 Laport Irmãos & Co., Avenida Central, 62.
 Terra & Irmão, Rua Hospício, 121.
 P. Zsigmondy, Rua General Camara, 78.

Patent Attorneys, Trade Mark Registrations, etc.

Buschmann & Co., Rua General Camara, 16.
 Jules Geraud, Leclerc & Co., Rua Rosario, 116.
 Moura & Wilson, Rua I° do Março, 37.

Pictures, Picture Frames, Importers of.

J. R. Sueana & Co., Rua Quitanda, 86.
 Martins Seabra & Co., Rua Sete de Setembro, 199.
 Companhia Typographica do Brazil, Rua dos Invalidos, 93.
 Joaquim Ribeiro Vinhães, Rua S. Repoldo, 183.
 Manoel Ferreira Tunes, Rua do Ouvidor, 53.
 Ribeiro & Dias, Rua Passeio, 52.
 J. Teixeira & Co., Rua Urugayana, 7.

Photographic Supplies, Importers of.

G. Barandier, Rua Urugayana, 2.
 Bastos Dias, Rua Gonçalves Dias, 52.
 L. Musso & Co., Rua Urugayana, 10.
 Marc Ferrex (Cinematograph supplies), Rua São José, 88.
 Carlos Alberto & Filhos, Rua Ouvidor.
 Companhia Typographica do Brazil, Rua dos Invalidos, 93.

Rio de Janeiro.

Plumbing Supplies, Importers and Outfitters.

Albino & Oscar, Rua São Clemente, 10.
 Antonio Alves da Cunha Machado, Rua Sen Euzebio, 43.
 Antonio Gonçalves Pinto, Rua Alfandega, 99.
 Antonio de Oliveira & Silva, Rue São Pedro, 92.
 Gonçalves Brito, Rua Alfandega, 128.
 James Magnus & Co., Rua São Pedro, 88.
 J. José da Cruz Sobral, Rua Cor. Figueira de Mello, 52.
 Joaquim Marques de Oliveira, Rue São Pedro, 97.
 José F. Pereira da Costa, Rua Visc. de Inhauma.
 Justino Alegria & Co., Rua Cattete, 140.
 Madeiros & Borges, Rua Theo. Attoni, 42.
 Mello Sampaio, Rua Quitanda, 135.
 Pereira & Martins, Rua Theo. Attoni, 92.
 Viuva John Law Bisset, Rua I° do Março, 21.

Railroad Companies Operating in Brazil, Head Offices.

Algoimhas & Joazeiro Railway Co., Algoimhas, Estado de Bahia.
 Bahia & Mines R. R. Co., Caravelas, Estado de Bahia.
 Baturité Railway Co., Porteleza, Estado de Ceará.
 Bragantina Railway Co., Estação de Luz, São Paulo.
 Brazil Great Southern, No. 14 Queen St., London, B. C.
 Caxias a Cajazeiras Railway Co., Rua Alfandega, 110, Rio.
 Central da Bahia, Rua S. Felix, Estado de Bahia.
 Central do Brazil, Rio de Janeiro.
 Central do Pernambuco, Recife, Pernambuco.
 Chemin de Fer Sud-Ouest Bresilien, 33 Rue de l'Industrie, Brussels, Belgium.
 Minas & Rio Railway Co., Rua S. Pedro, 52, Rio de Janeiro.
 Mogyana Railway Co., Campinas, Estado do São Paulo.
 Muzambinho Railway Co., r. Alfandega, 7, Rio de Janeiro.
 Nord-Oeste do Brazil, Rua I° do Março, 34.
 Oeste de Minas, S. João d'El Rey, Estado do Minas Geraes.
 Parana Railway Co., Curitiba, Estado do Parana.
 Companhia de Vias Ferreas Paulista, Largo de S. Bento, São Paulo.
 Paulo Affonso Railway Co., Rua Alfandega, 28, Rio de Janeiro.
 Pirahense Railway Co., Pirahy, Rio de Janeiro.
 Porto-Allegre & Novo Hamburgo, Porto Allegre, Est. do P. A.
 Porto-Allegre a Urugayana Ry. Co., Santa Mariada, Est. do P. A.
 Recife a San Francisco Ry. Co., Rua Alfandega, 28, Rio.
 São Paulo Railway Co., Estação da Luz, São Paulo.
 São Paulo Rio Grande Ry. Co., São Paulo.
 Sorocabana Railway Co., São Paulo.
 Great Western of Brazil Railway Co., Recife, Bahia.
 Viçação Ferres Sauchy, Rua General Camara, 90.
 Victoria & Minas Railway Co., Rua Rosario 24, Rio de Janeiro.

Shoe Manufacturers.

A. Carvalho Victorino, Rua Saude, 167.
 Abel dos Rodrigues Santos, Rua Alfandega, 270.
 Antonio Paz do Souza & Co., Rua Alfandega, 305.
 A. M. Aral & Dusarte, Rua Quitanda, 100.
 Bordalho & Co., Rua Nuncio, 35.
 Carvalho Andrade & Co., Rua General Camara, 107.
 Dias Irmão & Co., Rua Hospício, 222.
 Eduardo Costa Ferreira, Rua General Camara, 295.
 Ferreira Souto & Co., Rua I° do Março, 123.
 Martins, Costa & Co., Rua Andrades, 51.
 Pereira dos Santos & Co., Rua Alfandega, 139.

Rio de Janeiro.

Silverware, Importers and Dealers.

- Leonardes & Co., Rua Ouvidor, 130.
 A. Benjamin, Rua Nova do Ouvidor, 8.
 Achille Bove, Rua Gonçalves Dias, 70.
 Farani, Sobrinho & Co., Rua Ouvidor, 109.
 P. A. Moreira & Co., Rua Ouvidor, 67.
 Luiz Hermann & Co., Rua Gonçalves Dias, 65.
 Luiz Rezende & Co., Rua Ourives, 69.
 Amaral Guimarães & Co., Rua Quitanda, 31.
 Antonio Vianna & Co., Rua Quitanda, 34.
 Barbosa Freitas & Co., Avenida Central, 136.
 Rouchon & Co., Rua Hospício, 95.
 Osorio & Santos, Rua sete de Setembro, 104.

Soap, Manufacturers of.

- A. J. Peixoto de Castro, Rua Sen. Euzébio, 200.
 Companhia Fabrica de Oleos, Rua São Christovão, 254.
 Companhia Luz Stearica, Rua Ouvidor, 28.
 Correa d'Avilha, Rua Acre, 59.
 Macedo Serra & Co., Rua Hospício, 31.
 Marinho, Pinto & Co., Rua Barão do Amazonas, 31.
 Sabão Russo, Rua Aldeia Campista, E-2.
 Gonçalves, Campos & Co., Rua de Gamboa, 54.

Soap, Perfumes, etc., Importers of.

- A. Doublet, Rua Ouvidor, 119.
 A. Portella & Co., Rua Ouvidor, 76, and Avenida Central.
 Abel & Co., Rua Ourives, 28.
 C. Bazin & Co., Avenida Central, 131.
 Casa Cirio, Rua Ouvidor, 149.
 E. de la Balze & Co., Rua São Pedro, 72.
 Luiz Hermann & Co., Rua Gonçalves Dias, 65.
 M. M. Raposa & Co., Tiradentes, 42.
 M. Nunes & Co., S. Francisco, 8-14.

Stationery, Importers and Dealers.

- Carlos Raynsford, Rua General Camara, 75.
 Francisco Vilmar, Rua Hospício, 50.
 Laemmert & Co., Rua Ouvidor, 66.
 Leuzinger & Co., Rua Ouvidor, 79.
 Papelaria Nunes, Rua Quitanda, 51.
 Fred Figner, Rua Ouvidor, 105.
 L. Escudier & Co., Trav. S. Francisco, 7.
 Typographia do Brazil, Rua dos Invalidos, 93.

Sugar Refineries.

- Alexandre Costa & Co., Rua São Pedro, 152.
 Barbosa, Albuquerque & Co., Rua Rosario, 52.
 Companhia Assucareira, Rua Theo. Attoni, 44.
 (See Pernambuco and Bahia.)

Surgical and Sanitary Supplies, Importers of.

- Luiz Hermann & Co., Rua Gonçalves Dias, 65.
 Morano Borlido & Co., Rua Ouvidor, 114.
 Melio Sampaio & Co., Rua Quitanda, 135.
 (See also Dental Supplies.)

Rio de Janeiro.

Sewing Machines, Importers of.

- Arp & Co., Rua Ouvidor, 68.
 Francisco David Silva, r. Misericórdia, 11.
 José Pimento de Mello, Rua Quitanda, 34.
 Luiz & Co., Rua Quitanda, 42.
 N. Guimarães & Co., r. Vasco de Gama, 1.

Typewriters, Importers and Dealers.

- Fred Figner, Rua do Ouvidor, 165.
 Luiz Hermann & Co., Rua Gonçalves Dias, 65.
 Viuva John Law Bisset, Rua 1º do Março, 22.
 Daneker, Caroli & Co., Rua Ouvidor.
 Guinle & Co., Avenida Central.
 P. J. Christof, Rua São Pedro, 112.
 Luiz Campos, Rua Ouvidor.

Umbrella and Parasol Importers.

- A. J. Peixot, Rua Ourives, 78.
 A. Pinto Irmão & Co., Rua Quitanda, 102.
 A. Revel, Thiers & Co., Rua Sete de Setembro, 24.
 Barbosa & Manetti, Rua Sete de Setembro, 148.
 Braultio & Dias, Rua Sete de Setembro, 108.
 Henrique Ribeiro, Avenida Central, 40.
 Loubet & Irmão, Rua Sete de Setembro, 30.
 Guimarães & Nunes, Rua São José, 85.
 M. Nunes & Co., S. Francisco, 8-14.
 Martin & Co., Rua Quitanda, 79.
 Torre Eiffel, Rua Ouvidor.
 Casa Colombo, Avenida Central.

Wall Paper Dealers and Importers.

- David & Co., Avenida Central, 102.
 Garcia, Caetano & Co., Rua do Ouvidor, 124.
 Anachoretta & Machado, Rua Carioca, 37.
 Ignacio de Fonseca & Co., Rua Gonçalves Dias, 26.
 Marcisso & Vianna, Rua Gonçalves Dias, 28.
 A. M. Costa Fontes, Rua Hospício, 83.
 Alberto Carlos dos Santos, Rua Assembleia, 40.

Watches, Clocks, etc., Importers of.

See Jewelry Importers.

Book Sellers.

- Casa Publicadora Methodista, Rua Quitanda, 39.
 Francisco Alves, Rua Ouvidor, 134.
 Genaro Dias & Co., Rua Ouvidor, 43.
 H. Garnier, Rua Ouvidor, 71.
 Laemmert & Co., (Publishers of Brazilian Directories) Rua Ouvidor, 66.
 Livraria Universal, Rua Ouvidor, 66.

Magazines and Periodicals, Foreign.

- A. F. Reynaud, Rua Ourives, 105.
 A. Mendes Junior, Rua Quitanda, 101.
 A. Moura, Rua Quitanda, 94.
 H. Garnier, Rua Ouvidor, 71.
 Laemmert & Co., Rua Ouvidor, 66.

Rio de Janeiro.

Foundries, Iron Shops, etc.

- Arens & Co., Avenida Central, 20.
 Casa Conteville, Rua Alfandega, 92.
 Companhia Federal de Fundação, Rua Theo. Attoni, 94.
 Farinha, Carvalho & Co., Rua Camerino, 129.
 Hime & Co., Rua Luiz Gama, 39.
 J. F. Couto & Co., Rua Hospício, 162.
 Kohler & Co., Rua Mar. Flor. Peixoto, 62.
 Moniz & Co., Rua Gen. Pedra, 95.
 Trajano Madeiros & Co., Rua Frei Caneca, 188.

Cotton Factories.

- Companhia America Fabril, Rua Quitanda, 155.
 Companhia Brazil Industrial, Rua I' do Março, 95.
 Companhia Fabril São Joaquim, Rua São Pedro, 15.
 Companhia de Fiação e Tecelagem Corcovado, r. Candelaria, 27.
 Companhia Fiação e Tecelagem Carioca, I' do Março, 67.
 Companhia Fiação e Tecelagem Industrial Mineira, do Março, 64.
 Companhia Tactelagem Industrial Aliança, r. São Pedro, 25.
 Companhia de Fiação e Tecidos Cometa, r. I' do Março, 23.
 Companhia de Fiação e Tecidos Magéense, I' do Março, 52.
 Companhia de Fiação e Tecidos S. Felix, Rua S. Pedro, 33.
 Companhia Petrolitana, Rua Quitanda, 141.
 Companhia Progresso Industrial do Brazil, Rua I' do Março, 83.
 Companhia de Tecelagem Italo Brasileira, I' do Março, 52.
 Companhia de Tecelagem Santa Luzia, r. Alfandega, 11.

Plants and Seeds, Exporters of.

- Sociedade Nacional de Agricultura, Rua Alfandega, 102.
 Jens Sand & Co., Rua Ouvidor, 45.
 Lopes & Freire, Rua Quitanda, 63.
 Alberto Gomes & Co., Rua Alfandega, 110.
 Duarte Silva & Fonseca, Rua Candelaria, 1.
 Mendes Raupp & Martins, Rua Ouvidor, 27.
 A. Teixeira Lopes, Rua Gonçalves Dias, 72.
 Gonçalves Almeida & Co., Rua Rosario, 118.

VICTORIA.

The city of Victoria is the capital of the state of Espirito Santo, and is the first port north of Rio de Janeiro, separated from the latter city by some three hundred miles. It is the export center for about 500,000 bags of coffee, annually produced in the adjacent districts. It is also an important import center for most of the state, of which it is the capital, and of eastern Minas Geraes. Railroad extensions now being made will connect it with the city of Diamantina, the diamond center of Minas Geraes, and will thus give access to a much increased trade area. The population of the city is given as about 16,000.

IMPORTERS AND EXPORTERS.

Miscellaneous and General Commission Agents.

- A. Prado & Co., Caixa. 3867.
 Alvaro dos Santos, r. Commercio, 54.

Victoria.

Miscellaneous and General Commission Agents.—Continued.

- Andrade Pereira & Co., r. Alfandega, 34.
 Aristides M. Navaro, Praça Santos Dumont.
 João Nunes Coelho, General Osorio, 9.
 José Ribeiro de Souza, r. I' do Março, 22.

Preserved Meats, Fruit, etc., Importers of.

- Andrade Pereira & Co., trav. da Alfandega, 1.
 Gaspar Guimarães & Co., r. I' do Março, 8.
 Raymundo Salazar, r. Duque de Caxias, 43.

Coffee, Exporters of.

- Hard Rand & Co.
 Jean Zinzen & Co.

Flour, Foodstuffs, etc.

- A. Prado & Co.
 Americo d Dias Leite, r. I' do Março, 44.
 Antonio Rodrigues Pessoa, r. Duque da Caixas, 37.
 Casemiro Guimarães & Co., r. do Commercio, 8.
 Cruz Duarte & Co., r. I' do Março, 16.
 Caspar de Freitas Guimarães, r. do Commercio, 2.
 J. Zinzen & Co.
 Lisandron Nicoletti, Rua Alfandega, 32.
 Mario Guimarães, Rua Alfandega, 26.
 Nametella, Paulo & Irmão, Rua Alfandega, 7.
 Martinho de Freitas & Abreu, r. Pereira Pinto, 6.
 Teixeira, Guimarães & Co., r. I' do Março, 8.
 Vianna Leal & Co., r. I' do Março, 36.

Coal, Importers of.

- Antenor Guimarães.
 Jean Zinzen & Co.
 Manoel Evaristo Pessoa.

STATE OF MINAS GERAES.

BELLO HORIZANTE.

Capital of the state. Population, 25,000. All modern improvements, electric street car system, electric lighted, macadamized streets, and excellent water supply; 200 miles northeast of Rio de Janeiro, from which city it is reached by a seventeen-hour journey by rail. Importations effected, in the main, through Rio de Janeiro firms.

Bank.

- Banco do Credito Real de Minas Geraes.

Commercial Association.

- Associação Commercial e Industrial de Minas.

Commission Houses.

- João Gualberto & Santos, Rua dos Tupinambas.
 G. Affonso, r. Primeiro do Março, 19.
 Gomes, Nogueira & Co., r. Cathes, 626.

Minas Geraes.

Publications.

- Commercio de Minas (Daily).
 Diário de Minas (Daily).
 Revista Agricola (Weekly Agricultural Journal).

JUIX DE FORA.

Metropolis of the State. Population (est.), 50,000; 75 miles north of Rio de Janeiro, and reached by rail from the latter city in six hours. Center of the agricultural district of Minas Geraes. Importations mostly effected through Rio de Janeiro houses.

Importers and Exporters, Commission Houses.

- Almeida, Sarmento & Co., r. Halfeld, Provisions.
 Almeida, Garvalho, Correa & Co., r. Halfeld, 51. Provisions.
 Andrés, Antunes & Co., r. Direita, 110. Provisions.
 A. S. Bastos, r. Halfeld, 23. Provisions.
 Christovão de Andrade & Co., r. Direita, 155. Provisions.
 Francisco Pires, Baptista de Oliveira, 51. Miscellaneous.
 Nanoel Faria & Co., r. Halfeld, 59.
 João Teixeira Lopes & Co., r. Mar. Deodora, 6. Provisions.

Construction Companies.

- Felipe Henrique George, r. Gratanão, 10.
 Henrique Suerus & Irmão, r. 15 de Novembro, 88.
 Luiz Perry, r. Gratião, 27.

Electrical Supplies.

- Guilherme Stichler, r. Benj. Canstant, 5.

Manufacturers.

- Compania de Fiação e Tecelagem Industrial Mineira (Cotton), Rua Mariano Procopio.
 Tecelagem Mascenhas, r. 15 de Novembro. Cotton.
 Giacomo Bisaglia, Hats, r. Halfeld, 144.
 Bertolletti, Irmão & Co., Canners, r. Mar. Deodora, 48.
 Jorge Irmão & Couri, Canners, r. 15 de Novembro, 8.
 Bri Francisco Natoroberto, Brick and Tile, r. Direita, 170.
 João Teixeira Lopes & Co., Sugar, r. Mar. Deodora, 6.
 Custodia Antonio de Costa, Ice, r. Halfeld, 11.
 Kremer & Co., Bottled Goods, M. de Gratião, 41.
 Bertolletti, Irmão & Co., Bottled Goods, r. Mar. Deodora, 43.
 Henrique Falhaber, Carts and Carriages, r. Mar. Deodora, 67.

Pharmaceutical Supplies.

- M. Silva Lemos, Rua Mar. Halfeld, 163.

Publications.

- Jornal do Commercio. Daily.
 Correio de Minas. Daily.
 Lavrador & Criador. Agricultural Weekly.

CONSULAR DISTRICT OF PERNAMBUCO.

By Consul George A. Chamberlain.

PERNAMBUCO.

Exporters.

- Henry Forster & Co., Sugar, carnaúba wax, rubber, castor seed.
 Pohlman & Co., Sugar.
 Loyo & Co., Sugar.
 H. da Silva Loyo & Co., Sugar.
 M. Ferreira Leite & Co., Sugar.
 John H. Boxwell Nephew & Co., Sugar and Cotton.
 Julius von Söhst, Sugar.
 Loureiro Barbosa & Co., Sugar and Skins.
 Reesen & Co., Cotton and Skins.
 Amorim Silva & Co., Cotton.
 Borstelmann & Co., Cotton & Skins.
 T. D. Evans, Cotton.
 José Clemente Levy, Skins.
 Ferreira Carneiro & Co., Skins.
 E. L. Caldas, Skins.
 Hirsch Hess & Co., Skins.
 H. Lundgren, Carnauba Wax.
 Rosbach Brazil Co., Castorseed and Skins.
 Nathan & Co., Carnauba Wax.
 Pereira Pinto & Co., Alcohol.
 Luiz Amorim & Co., Alcohol.
 Medeiros & Co., Alcohol.

Importers, Dry Goods.

- Alves de Brito & Co.
 Moreira Lima & Co.
 Rodrigues Lima & Co.
 Olintho Jardim & Co.
 Machado Pereira & Co.
 Andarde Lopes & Co.
 Rodrigo Carvalho & Co.
 Loureiro Maia & Co.
 Bernet & Co., Suc.
 Andrade Maia & Co.
 Narciso Maia & Co.
 Amstein & Co.
 Joaquim Gonçalves & Co.
 Silveira & Co.
 Dias Loureiro & Co.
 Guerra Fernandes & Co.
 Leuzinger, Dietiker & Co.
 Viuva Gurgel & Filho.

Hardware, Firearms, Oils, Cement, Plumbing Supplies.

- Miranda Souza & Co.
 Antonio Pinto da Silva & Co.
 Alvares de Carvalho & Co.
 Barbosa Vianna & Co.
 Araujo Pinheiro & Co.
 Manoel Almeida & Co.

Cutlery, Surgical Instruments, Dentists' Supplies, Photographic Goods, Electrical Goods, etc.

- Manoel & Co.

Groceries and Provisions.

- Loureiro Barbosa & Co.
 Santos da Figueira & Co.
 Dubeux & Co.
 Soares Irmãos.
 Costa Lima & Co.
 Festana dos Santos & Co.
 Christovão & Co.
 Amorim Fernandes & Co.
 Costa Rocha & Co.
 Joaquim Ferreira de Carvalho.
 F. Guedes & Duarte.
 Abrantes & Co.
 H. Fernandes Lima.

Pernambuco.

Lumber, Coal and Machinery.

Serraria Pernambucana. Lumber.
 Wilsons & Sons Co., Coal.
 Great Western of Brazil R. R. Co. Machinery.
 Cunha & Co. Building Material.
 Dotoelho Filho & Co. Building Material.
 José Augusto Russel & Co. Building Material.
 Lobão & Co. Building Material.
 Sá Leitão & Moreira. Building Material.

Contractors.

Pedro Pernambuco.
 José da Cunha Lustosa.
 Wilson Sons & Co.
 Oswaldo Vaz.

Flour, Codfish, Petroleum, General Commission.

Henry Forster & Co., Flour, Petroleum and Miscellaneous.
 Fonseca Irmãos & Co., Petroleum, Resin and Silex.
 Mendes Lima & Co., Codfish.
 Seixas Irmãos & Co., Codfish.
 Machado & Lopes, Flour.
 Pereira Carneiro & Co., Flour.
 Miguel Izabella & Co., Flour.

Drugs and Chemicals.

Compania de Drogas.
 Alpheu Raposa.
 H. Rouquarol.
 João da Silva Faria.

Francisco Manoel da Silva.
 Guimarães Braga & Co.
 Silva Braga & Co.
 Viuva Sabino & Filhos.

Iron and Machinery, Jobbers.

Bowman's Heirs.
 Barão de Suassuna.
 Henry Forster & Co., Automobiles, Carriage Parts, Carriages, etc.

Allan Paterson & Co.
 Carlos Villaga & Co.

Jewelry, Watches and Clocks, etc.

Krause & Co.
 Couceiro Irmãos.
 J. F. Castro, Araujo & Co. Also Bicycles, Lamps, etc.

Krause Sobrinhos.
 Eugene Goetschel & Co.

Glassware and China.

João Dias Moreira & Co.
 J. Ribeiro & Co.

M. Carneiro Veiga & Co.
 Manoel Joaquim Pereira.

Stationery, Typewriters, Photographic Goods.

Ramiro Costa & Filhos.
 J. W. Madeiros & Co.

J. B. Edelbrock.
 Leopoldo Silveira.

Furniture and Office Fixtures.

A. D. Carneiro Vianna.

Musical Instruments.

Prealte & Co.
 Leoncio Pilar.

E. Paiva.
 H. Vogeley, Pianos only.

Saddle and Harness.

J. Ferreira Brandão.
 Marcos de Almeida, Lima.

Viuva Guarino de Souza Filho.

Pernambuco.

Shoe Manufacturers, Leather and Shoe Importers.

Braga Sá & Co.
 Fernandes Nunes & Co.
 Ayres dos Reis & Co.
 Frederico & Co., Shoe Findings and Leather.

Paiva Oliveira & Co.
 Paiva Ferreira & Co.
 A. Costa Campos.

Notions, Novelties, etc.

Manoel Collaço & Co.
 Francisco Lauria.

Nunes Fonseca & Co.

Millinery and Women's Apparel.

E. Brack & Co.

Julia & A. Doederlein.

Men's Furnishing Goods.

Guilherme & Co.

Funeral (Undertakers') Supplies.

Manoel G. Agra.

Firecrackers.

Loureira Barbosa & Co.
 Alves Lima & Co.

Santos da Figueira & Co.

Railway Supplies.

Great Western of Brazil R. R. Co.
 Caxangá Railway Co.
 Olinda Railway Co.

Ship Chandlers' Supplies.

Compania Pernambucana de Navegação.

Agricultural Machinery.

Gomes de Mattos & Co.
 A. Bockmann & Co., Carriage Hardware.

CITY OF CEARA. (FORTALEZA.)

Capital of the State of Ceará. Population (est.) 35,000. Sea-port 600 miles north of Pernambuco.

Exporters and Bankers. Exports Cotton Coffee, Rubber, Skins and Hides, Wax and Sugar.

Boris Frères.
 Gradwohl Frères.
 Holderness & Salgado.

Importers, General. American Goods, especially Windmills, Hardware, etc. Good buyers except in time of drought.

João Tibúcio Albano, General.
 Frota Gentil & Co., Dry Goods.
 A. Brosa, Dry Goods.
 Joaquim Barrosa, Dry Goods.
 Bruno Filhos & Co., General.
 Costa Bastos & Filhos, General.
 J. Lopes & Co., General.
 Machado Coelho & Co., General.
 Marques Dias & Co., General.

Ceara.

Importers, General.—Continued.

Albano Irmão, Dry Goods.
Cruz & Irmão, General.
Edmund Levy, Novelties and General.
M. Dias & Porto, General.
Reishoffer Frères, Haberdashery.
Leite Barbosa & Co., Dry Goods.
J. Pontes, Dry Goods.
T. A. de Motta & Co., Dry Goods.

CITY OF NATAL.

Capital of the State of Rio Grande do Norte. Population (est.) 15,000.

Exporters. Exports, Sugar, Cotton, Skins, Rubber and Rum.

Fabricio Tinoco & Co.
Alves & Co.

Importers.

Olympiú Tavares & Co., Dry Goods.
Galvão & Co., Dry Goods.
J. Barreto & Co. (Cotton Factory.)
Fabricio Tinoco & Co., General.
Alves & Co., General.

PARAHYBA.

Capital of the State of Parahyba. Population (est.) 14,000.

Exporters. Exports Sugar, Cotton, Hides, Cocoanuts, Coffee, Rubber.

Cahn Frères & Co. Kröncke & Co.

Importers.

Lemos & Co. Brito Lyra & Co.
Adolpho Eugênio Soares. Castro Irmão & Co., Dry Goods.
Oliveira & Thuerga.

CITY OF MACEIO.

Capital of the State. Estimated population 32,000.

Exporters. Exports Sugar, Cotton, Rum, etc.

Williams & Co.
Borstelmann & Co.
Henry Forster & Co.
Pohlman & Co., Sugar only.

Importers. Imports Cotton, Woolen and Silk Goods, Machinery, Hardware, Flour, Kerosene, Resin, etc.

Manoel Mendes & Co., Hardware.
Henry Forster & Co., American Goods, General.
Santos Ferreira & Co., Dry Goods.
Almeida Guimarães & Co., Dry Goods and Cotton Mill Machinery.
Oliveira Lima & Co., Dry Goods.
Rodrigues Cardoso & Co., Hats, Novelties, etc.
Teixeira Bastos & Co., Hardware.
Pedro Vianna, General Imports.
J. José Nunes Leite, Hardware.

BAHIA.

Capital of the state of Bahia. Population, 275,000. Two days by steamship north from Rio de Janeiro and three days from Pernambuco. Exports hides, some coffee, large quantities of cocoa, diamonds (black), wax, sugar, etc.

DEALERS AND COMMISSION HOUSES.

(List furnished by Consul Paul Pierre Demers.)

IMPORTERS.

Boots and Shoes.

Loja Monumento, Rua Con. Dantas, 1.
Loja Trocadero, Trav. do Guindastre dos Padres, 29.
Loja do Sol, Guindastre dos Padres, 26.

Building Material.

Manoel do Araujo Goes, Praça do Ouro, 13.
Antonio Ismael dos Santos, Praça do Ouro.
Olaria e Serraria Jacaré, Praça do Ouro, 7.

Contractors.

Dr. Theodoro Sampaio, Rua Misericórdia.
Miguel Teive e Argollo.

Carriages and Supplies.

Compania de Carruagens, Largo do Accioly, 25.

Cement. (See Building Material.)

Drugs.

Drogaria America.
Moreira & Palmeira.

Dry Goods.

Antonio Fran. Brandão & Co., Fonte dos Padres, 59.
Henrique Costa, Rua Con. Dantas, 11.
Moraes & Co., Rua Con. Dantas, 23.
Nova Monteiro & Co., Con. Dantas, 19.

Electrical Supplies.

Guinle & Co.
Bahia Electric Tramway and Light Co.

Firearms.

A Chuchú, Rua Con. Seraiva, 28.
Rocha Junior, Rua Con. Saraiva, 32.

Crockery and Glass.

Torres Vianna & Farias, Rua dos Droguitas.
Paes Vieira & Co., Rua da Loça, 30.
João R. de Lacerda & Co., Rua Algebebes, 7.

Groceries.

Antonio da Silva Matto, Caes do Moreira, 4.
Costa Robeiro & Co., Rua S. João, 125.
Motta & Silva Co., Caes das Amarraes, 31.

Bahia.**Hardware.**

Costa Santos & Co.
Gama & Co.
Eduardo Fernandez & Co.

Musical Instruments.

C. W. Schleier, Rua Chili, 21.
Feliciano R. Baptista, Rua Carlos Gomes, 17.

Oils.

Conde Filho & Co.
Manoel Joaquim de Carvalho.

Plumbing Material. (See Building Material.)**Photographic Supplies.**

R. A. Read, Portão da Piedade, 40.
Lindmann & Co., Praça Castro Alves.

Machinery, Railway Supplies, Sewing Machines, Typewriters, etc.

Same as Hardware.

Watches and Clocks.

Gallo Junior.

LIST OF BUSINESS HOUSES AND THEIR OWNERS IN PARA.

By George H. Pickerell, American Consul at Para.

PARA.**Importers of General Merchandise.**

B. A. Antunes & Co., Rua da Industria.
R. Saurez & Co., Rua da Industria.
H. R. L. Vinen, Rua da Industria.
Montenegro & Co., Boulevard da Republica.

Exporters of Rubber, Cocoa, Nuts, Balsams, Medicinal Roots, etc.

Lagotellerie & Co., Boulevard da Republica.
Adelbert H. Alden, Boulevard da Republica.
Gordon & Co., Boulevard da Republica.
Scholz, Hartje & Co., Boulevard da Republica.
Schrader, Gruener & Co., Boulevard da Republica.
J. Marques, Boulevard da Republica.
E. Pinto Alves & Co., Rua 15 de Novembro.
H. A. Astlett & Co., Largo de Mercedes.
R. O. Ahlers & Co., Largo de Mercedes.
Singlehurst & Co., Rua da Industria.

Importers of and Dealers in Hardware.

Pereira de Araujo & Co., Boulevard da Republica.
Alves, Rodrigues & Co., Rua 15 de Novembro.
Costa & Co., Rua 15 de Novembro.
Moreira, Gomes & Co., Rua 15 de Novembro.
Martins, Viera & Co., Rua 15 de Novembro.
Monteiro & Co., Rua 15 de Novembro.
Agostinho Silva & Co., Rua João Alfredo.

Para.**Importers of and Dealers in Hardware.—Continued.**

Antunes, Simões & Co., Rua João Alfredo.
Santos, Amoras & Co., Rua 15 de Novembro.
Ferreira Gomes & Co., Rua 28 de Setembro.
Salvador Costa & Co., Rua 28 de Setembro.

Importers of Petroleum, Lard and Flour.

R. O. Ahlers & Co., Largo de Mercedes.
Castro, Ramos & Co., Boulevard da Republica.
Miranda, Silva & Co., Rua 15 de Novembro.

Importers of Provisions, Foodstuffs, Beers and Spirits.

A. Nicolau da Costa & Co., Boulevard da Republica.
Eduardo Ferreira & Co., Boulevard da Republica.
Antonio Santos & Co., Rua 15 de Novembro.
Agostinho Bastos & Co., Rua 15 de Novembro.
Almeida & Lopes, Rua 15 de Novembro.
Araujo Castro & Co., Rua 15 de Novembro.
Azevedo Vidigal & Co., Rua 15 de Novembro.
Borges & Co., Rua 15 de Novembro.
Botelho Muralha & Co., Rua 15 de Novembro.
Antunes & Co., Trav. Dr. Fructoso Guimarães.
E. Pinto Alves & Co., Rua 15 de Novembro.
Ferreira Costa & Co., Rua 15 de Novembro.
G. de Araujo & Co., Rua 15 de Novembro.
Gil Vianna & Co., Rua 15 de Novembro.
Ferreira Bessa & Co., Rua 15 de Novembro.
Santos Sobrinho & Co., Rua 15 de Novembro.
Simão de Rezende & Co., Rua 15 de Novembro.
A. C. da Fonseca & Co., Rua 13 de Maio.
Antonio F. de Oliveira & Co., Trav. Occidental de Mercado.
A. F. Velloso & Co., Trav. Occidental do Mercado.
Rocha Silva & Co., Trav. Occidental do Mercado.
Consigli Moraes & Co., Trav. Oriental do Mercado.
Gomes Moreira & Co., Trav. Oriental do Mercado.
Manoel Rodrigues de Oliveira, Trav. Oriental do Mercado.
Simões de Almeida & Co., Trav. Oriental do Mercado.
Vidigal Sardo & Co., Trav. Oriental do Mercado.
Boulhosa Smith & Co., Rua 7 do Setembro.
Rocha & Co., Rua 7 de Setembro.
Alberto & Teixeira, Avenida 16 de Novembro.

Importers and Dealers in Dry Goods and Sundries.

A. Mourão & Co., Rua 15 de Novembro.
Barboza, Pereira & Co., Rua 15 de Novembro.
Heitor Souza & Co., Rua 15 de Novembro.
Abilio A. da Silva & Co., Rua João Alfredo.
Correa de Miranda & Co., Rua João Alfredo.
Julio Lambert & Co., Rua João Alfredo.
M. A. Marques & Co., Rua João Alfredo.
Jovita & Co., Rua João Alfredo.
Samuel & Co., Rua 13 de Maio.
S. de Castro & Co., Rua de San Antonio.
Samuel Hall & Co., Trav. 7 de Setembro.

Para.

Importers and Dealers in Shoes, etc.

Alfredo G. Soeiro, Rua João Alfredo No. 88.
 Antonio José Soares & Co., Rua João Alfredo No. 99.
 F. S. Carrapatoso & Co., Rua João Alfredo No. 105.
 F. Mendonça & Co., Rua João Alfredo Nos. 70-72.
 Francisco Pires Dias, Rua João Alfredo No. 114.
 J. Gomes Franco, Rua João Alfredo No. 110.
 Mattos, Cardoso & Co., Rua João Alfredo No. 30.
 "O. Colombo," Cor. Trav. 7 de Setembro and Rua João Alfredo.
 Arthur Teixeira, Rua de San Antonio and Largo de Mercês.
 Enrico Turri, Rua de San Antonio No. 17.
 Antonio Ferreira Braga, Rua 28 de Setembro No. 214.
 Leal, Oliveira & Co., Rua 13 de Maio No. 44.
 Widow Paracampos & Son, Rua 28 de Setembro No. 8.
 J. S. Froes & Co., Rua João Alfredo.
 Monteiro, Mourão & Co., Largo do Palacio.

Wholesale Dealers in Leathers, etc.

Leal, Oliveira & Co., Rua 13 de Maio No. 44.
 B. A. Antunes & Co., Rua da Industria Nos. 27-29.
 Widow Paracampos & Son, Rua 28 de Setembro No. 8.
 Antonio José Soares & Co., Rua João Alfredo No. 99.

CHILE.

By ALFRED A. WINSLOW, American Consul
 at Valparaiso.

The Republic of Chile is situated along the west coast of South America, from about 17 North Latitude to Cape Horn, a distance of about 2500 miles, reaching back to the Cordilleras, being in width from 100 to 200 miles, with a population of 3,248,224, of which about 10% are foreigners, or direct descendants of foreigners. Spanish is the official language of the country, although English and German is quite generally spoken in many parts. During 1907 the imports of Chile amounted to \$107,193,474 U. S. gold, of which the United States only supplied \$11,360,400. The exports during the same time amounted to \$100,170,127, of which the United States took to the value of \$23,042,152.06, which shows that we took more than double the amount from Chile that she took from us, when in reality it might have been the reverse had American exporters made as great an effort for this trade as they did for European trade during the same time. During the same time England supplied about 40% and Germany about 35% of the imports.

The natural resources and climate of Chile cannot be excelled. Nearly every known metal can be found; nearly every known plant can be grown; while all kinds of climatic conditions can be found within the borders of the country. The nitrate fields of the north are a great source of wealth, supplying about 73% of the exports, and furnishing more than 55% of the revenue of the Chilean Government. The rich mineral regions lying along the foothills of the Cordilleras have supplied fabulous quantities of the precious metals, and are destined to do so again, when up-to-date mining methods are put into force there. In 1879 Chile produced about 25% of the world's production of copper, leading every other country by more than 10,000 tons. The productive valleys of the central and southern portion yield bountiful harvest with less attention than is re-

quired in most parts of the world. Her forests are extensive and crowded with numerous species of both hard and soft woods.

The manufactures are very limited, being confined to cotton knit goods, shoes, furniture, etc., and there is not much prospect that manufacturing will materially increase for many years to come, as the country is short of laborers.

Because of the above conditions Chile is a particularly favorable market for American manufactured articles, and it behooves the American producer to cultivate this trade. This trade is worth the strenuous efforts of the manufacturers of the United States, as its future is bright, and it is bound to increase by leaps and bounds. The imports have more than doubled during the past five years, and there is no reason why this will not be repeated during the five years to come, since the earnings of the working class is much greater, and their capacity to consume much increased. If the American manufacturer will give the same attention to details in studying the conditions, catering to the customs of the country, and in soliciting the trade, as is observed by aggressive business houses at home, the results will be equally successful. The competition is not as close here as it is at home or in Europe, and here is where good, honest, faithful work will tell. None but the very best salesmen should be sent into this territory, and they should be given time enough to study well the trade. This is especially true for the first trip or two. The market here is wide, covering all lines of manufactured goods, of which the following are the most important: mining and electrical machinery, railway construction material and rolling stock, farm machinery of all kinds, builders' material and hardware, carpenter and machine tools, shoes and leather, jewelry and fancy articles, musical instruments and music, and dry goods and clothing.

American interests have really been favored with more of the South American trade than they deserved. But little effective effort has been made to get it. Much money and time has been wasted in trying to convince the people of this part of the world that they do not know what they want, by trying to force upon them things that they never ordered. When an order is sent in, it should be filled as carefully, yea, more carefully, than an order at home, as an error means a great delay, and many times the loss of the sale on the part of the importer, for the purchaser cannot wait. The European competitor thoroughly understands this, and makes the

most of it. The work of the salesman should be followed up by the establishment of agencies and depots in the principal cities, where a fair stock should be carried for rush orders. More liberal credits must be extended if Americans are to get the portion of the trade they should have. The custom of cash f. o. b. New York may do in extreme cases, where the goods cannot be duplicated elsewhere, but it will not succeed in building up a very big trade.

Not much need be expected from an indiscriminate distribution of catalogs and circulars unless they are followed up by personal work. They should be printed in Spanish, although English is spoken in most of the business houses of this city. It is the legal language of the country. It will pay to advertise many lines in the newspapers of the country.

Imitations of American goods of Chilean manufacture are often for sale in the markets here. My attention has been called to several brands of well-known shoes, soaps, and food products. Our manufacturers should protect themselves against this by registering their trade-mark. The cost of registration is \$4.75, including a copy of the registration.

The packing question is all-important for the west coast of South America. The conditions for handling freight are not good, and all lines of goods must be especially well packed to insure fair delivery. Everything of a breakable nature should be securely placed in a strong box, with all parts so firmly secured that there is no possibility of their being shaken about in the case. This is all-important. The manufacturer should stop and consider what it means to an importer to find on arrival that the goods he has bought are so badly damaged that they must be repaired before he can sell them, and this when he is well aware that it is all because the shipper has not given the packing the attention he should. If our manufacturers would give the packing of their goods as much attention as they give to their manufacture, there would be but little occasion for complaint. It is clear that this is not true in far too many cases. To illustrate, an importer called my attention to a shipment of 45 gas ranges from a well-known American house, on which he was obliged to expend \$140 U. S. gold before he could put them on the market, to say nothing about the loss and trouble caused in selling broken and damaged goods. The dealer assured me he would never give that house another order. The principal trouble in this case was that the loose castings were so insecurely

packed in the ovens that they were shaken about and broken, and the sides and doors of the ovens were badly dented. Often when complaint of insufficient packing is made the retort comes back that the firm knows better, for the goods were packed good enough for shipment to any part of the world, and that the trouble was because of the rough handling. That is just the point. Goods are roughly handled and will be, and this is just what the shipper should guard against. It shows a very grave weakness to admit that we cannot compete with our competitors in this particular. It is clear that this is our weak point in the preparation of wares for these markets, and it is vital. What good is it to the buyer if the articles are superior if when they arrive they are in such a condition as not to be salable? Poor packing is far-reaching. If it only affected the exporter who did the work it would not be so bad. The fact is it has a bearing on all. When an importer gets bitten two or three times he becomes disgusted, and drops American goods in general. Cases should be made of good, tough inch lumber, well bound with strap iron. Brittle pine should not be used. It should not be understood from the above there are no good packers in the United States, for there are, and they are the ones who are doing the bulk of our trade. Many of them have learned from experience, while a few have taken good advice and saved money.

The information contained in this directory has been carefully gathered, and can be relied upon as being the best in print. I have had the assistance of many of the best business houses of the country, as well as professional and industrial people.

It should be understood that no responsibility is assumed as to the credit or financial standing of any of the parties named herein. This information should be obtained through the different banking houses.

Valparaiso is by far the most important port in Chile, having a population of about 200,000, besides being the seaport for the capital with a population of about 400,000. It is here that all the important importing and exporting houses have their principal offices, and this is the banking center of the country. Extensive harbor improvements are under consideration, and the future of the city is bright. The city is rapidly being rebuilt, and in a few years but little will remain to recall the great earthquake of 1906. The city will be much more modern and beautiful than before.

VALPARAISO.

(Population 196,596.)

Architects and Civil Engineers.

E. H. Harrington, Prat 47.
Alberto Seigel, Esmeralda 1.
John R. Beaver, Prat 109.
Enrique Middleton, Victoria 282.
Eduardo Germain, Blanco 294.
Enrique Doble, Calle Melgarejo.

Attorneys.

A. Alemparte, Cochrane 100.
C. T. A. Ward, Cochrane 56.
Nataníel Eastman, Prat 80.
L. E. Garnham, 100 Cochrane.
E. Hubner, Cochrane 38.
Fidel Muñoz, Serrano 63.
J. de D. Vergara Salva, Cochrane 74.
Luis Sinn Tagle, Cochrane 32.

Automobiles.

W. R. Grace & Co., Prat 21.
Williamson, Balfour & Co., Blanco 134.
Rose-Innes & Co., Plaza Sotomayor.

Bakeries.

Hucke Hnos, Plaza Aníbal Pinto.
Pañadería Central, Colon 40.

Banks.

Banco de Chile, Cap. 30,000,000 pesos gold.
Banco Anglo-Sud Americana, Cap. £2,500,000.
Banco de Londres y Río de la Plata, Cap. £2,000,000.
Banco A. Edwards y Cia., Cap. 3,500,000 pesos gold.
Banco Aleman Transatlántico, Cap. M20,000,000.
Banco de Chile y Alemania, Cap. M10,000,000.
Banco de Crédito, Cap. 1,500,000 pesos.
Banco Hipotecaria, Cap. 2,000,000 pesos.
Banco de España de Chile, Cap. 20,000,000 pesos.
Banco Italiano, Cap. 2,500,000 pesos.
Banco Mobiliario, Cap. 20,000,000 pesos.

Book Stores.

G. W. Paton, Esmeralda 2.
Westcott & Co., Esmeralda 1.
J. W. Hardy, Esmeralda 11.
R. W. Bailey & Co., Esmeralda 7.
Librería del Mercurio, Esmeralda 9.

Bicycles.

C. Arnold & Co., Esmeralda 66.

Brick Makers.

Liborio Reyes, Población Blanco Encalada.
Cocine Pizarro, Quebrado de Pocuro.
Abraham Guzman, El Pajonal.
Nicolas Cerda, Playa Ancha.
Juan Jaime, Puente Negro.

Valparaiso.

Brick Makers.—Continued.

Sebastian Palan, Las Zorras.
 José Lopez, Cerro de la Carcel.
 Hilario Justiniano, Piedra Azul.
 Roberto Castro, Santa Elena.
 Lindor Viló, Calle de Merced, 75.
 José Christian, Cerro de la Carcel.

Building Contractors.

Compañía Chilena de Construcciones, Blanco 232.
 E. H. Harrington, Prat 47.
 Juan Desarola, Blanco 14 P.
 Alberto Rosenberg, Prat 17.
 José Fortoza, Salvador Donoso 43.
 Carlos F. Clausen, Prat 80.
 Arturo Sibandier, Prat 111.
 Numa Mayer, Prat 99.

Builders' Hardware.

Rose-Innes & Co., Plaza Sotomayor.
 J. Limozin, Condell 42.
 Ponciano Moreno, Cochrane 110.
 A. Morcom y Cia., Esmeralda 1.
 Juan E. Clark, 318 Blanco.
 Paarman & Kerbs, Brazil 50.
 Saavedra Benard & Co., Plaza Sotomayor.

Cement, Brick and General Building Material.

Williamson, Balfour & Co., Blanco 134.
 W. R. Grace & Co., Prat 21.
 Saavedra, Benard & Co., Plaza Sotomayor.
 Balfour, Lyon & Co., Blanco 176.
 Morrison & Co., Blanco 100.

Cigars and Tobacco.

Jorge Tornquist & Co., Esmeralda 43.
 Wagemann & Co., Cochrane 296.
 C. Renard & Co., Cochrane 110.
 Cia. General de Tabacos, Serrano 83.
 Noguera, Vives y Cia., Cochrane 102.

Dentists.

B. Mahan, Condell 11.
 P. A. Davies, Plaza Anibal Pinto.
 P. A. Bruce, Esmeralda 46.
 M. Pickering, Victoria 419.
 H. & F. Atkinson, Esmeralda 113.
 D. Wood, Condell 132.
 E. McSorley, Esmeralda 62.

Department Stores.

Casa Prá, Condell 152.
 Casa Francesa, Condell, esq. Pudeto.
 Sucesion de Tomas Riddell, Esmeralda 109.
 Riddell & Co., Esmeralda 61.

Valparaiso.

Druggists.

Daube y Cia., Prat 6.
 Arestizabal y Cia., Prat 27.
 Weidmaier y Cia., Blanco 410.
 Griffiths & Co., Esmeralda 54.
 Hochstetter & Co., Delicias 49.
 Botica Eisele, Condell 39.
 Botica Pyramide, Condell, esq., Pyramide.
 Vogt & Co., Condell 4.

Electrical Machinery and Supplies.

W. R. Grace & Co., Prat 21.
 John R. Beaver & Co., Prat 109.
 Saavedra, Benard & Co., Plaza Sotomayor.
 Greenwood & Hallgarth, Blanco 377.
 Roepke & Luer, Cochrane 124.

Fire Arms, Ammunition, etc.

C. Arnold & Co., Esmeralda 66.
 Sociedad M. R. S. Curphey, Esmeralda 63.
 Rose-Innes & Co., Plaza Sotomayor.
 Grahame, Rowe & Co., Cochrane 54.
 A. Morcom y Cia., Esmeralda 1.
 J. Limozin, Condell 42.

Flour Mills.

Picton & Sproat, Prat 92.
 Ribbeche, Schaact & Co., Blanco 220.
 Williamson, Balfour & Co., Blanco 134.
 Duncan Fox & Co., Blanco 44.
 Weir, Scott & Co., Prat 13.
 Luis Piza y Cia., Cochrane 112.

Furniture.

Julio Seckle, Esmeralda 95.
 Jerman Bruhn, Condell 54.
 Casa Muzard, Condell 183.
 Casa Maldini, Condell 169.

General Importers.

Wessel, Duval & Co., Cochrane 82.
 W. R. Grace & Co., Prat 21.
 Williamson, Balfour & Co., Blanco 134.
 Weir, Scott & Co., Prat 13.
 Besa & Co., Blanco 104.
 Betteley & Co., Blanco 106.
 Duncan Fox & Co., Blanco 44.
 Huth & Co., Prat 29.
 Morrison & Co., Blanco 100.
 Schiavetti Hnos, Cochrane 27.
 Arestizabal y Cia., Prat 27.
 C. Arnold & Co., Esmeralda 66.
 Rose-Innes & Co., Plaza Sotomayor.
 Gibbs & Co., Urriola 3.
 J. Limozin & Co., Condell 42.
 Saavedra, Benard & Co., Plaza Sotomayor.
 Vorwerk & Co., Prat 75.
 Bareyre, Gonzalez y Cia., Blanco 114.
 Chilean Trading Co., Serrano 77.

Valparaiso.

General Importers.—Continued.

Grahame, Rowe & Co., Cochrane 54.
 Hormann & Co., Brazil 36.
 Weber & Co., Blanco 150.
 Necklemann Hnos, Blanco 200.
 Guillermo Klickmann, Condell 1.
 Aguiar Braga y Cia., Plaza Sotomayor.
 E. & W. Hardt, Blanco 160.
 Edmondson & Co., Blanco.
 Krefft, Fellmer & Co., Blanco 208.
 Nieto & Co., Blanco 283.
 Ehlers & Co., Blanco 316.
 Jouve y Gorlier, O'Higgins 85.
 Gunther y Cia., O'Higgins 85b.
 Severs & Co., Blanco 96.
 Lange y Cia., Brazil 6.
 Julio Polanco, Cochrane 6.
 Rogers y Cia., Blanco 298.
 Juan G. Searle y Hijos, Cochrane 34.
 Balfour, Lyon & Co., Blanco 176.
 Juan Clark & Co., Blanco 318.

Gents' Furnishings.

Grote y Cia., Esmeralda 47.
 Danielsson & Co., Prat 3.
 Ewart & Donaldson, Esmeralda 58.
 Casa Francesa, Condell, esq. Pudeto.
 Digheiro Hnos, Esmeralda 108.
 T. A. Blech Wegner, Condell 7.
 Presiutti & Co., Condell 91.
 E. Dumas, Esmeralda 103.
 Silvio Mantelero, Condell 22.

Glassware and China.

Burmeister y Cia., Pinto 47.
 Prá y Cia., Condell 152.
 Gordella y Cia., Condell 66.
 McGaw & Co., Esmeralda 15.
 Juan E. Clark, Blanco 318.

Grocers.

Weir, Scott & Co., Prat 13.
 Ferro Sanguinetti y Cia., Plaza Sotomayor.
 Delpino y Andrade, Cochrane 88.
 Besa y Cia., Blanco 104.
 Betteley & Co., Blanco 106.
 Schiavetti Hnos., Cochrane 27.
 A. MacGaw & Co., Esmeralda 15.

Harness Shops, Trunks, etc.

List & Schaefer, Condell 99.
 Rodolfo Goepfert, Condell 47.

Hides.

Darricades Hnos., Almendral.
 Pio del Agna, Almendral.
 Lorenzo Doniez, Almendral.
 Lúpío Gamboa, Los Placeres.
 Manuel García, Almendral.
 E. Saint Macary, Almendral.

Valparaiso.

Jewelers.

Schvab Hnos., Esmeralda 51.
 Cahen Hnos., Esmeralda 92.
 A. Schindler, Esmeralda 3.
 Luis E. Sinn, Esmeralda 42.
 Conrad Rolke, Condell 51.
 A. Lewin, Condell 135.
 J. B. Ansaldó, Condell 113.

Ladies' Furnishing Stores.

Sucesion de Tomas Riddell, Esmeralda 109.
 Riddell & Co., Esmeralda 61.
 Casa Francesa, Condell, Esq. Pudeto.
 Casa Prá, Condell 152.
 Blanco y Negro, Condell 67.

Leather.

List & Schaefer, Condell 99.
 Aycaguer y Duhalde, Victoria 191.
 E. J. Gibbs, Playa Ancha.
 Emilio Schulz, Blanco 402.
 Guerin Freres, Blanco 380.
 F. C. Fischer, Blanco 460.

Lumber.

Juan Compton & Co., Cochrane 94.
 Chilean Trading Co., Serrano 77.
 Cia. Nacional de Buques y Maderas, Serrano.
 Williamson, Balfour & Co., Blanco 134.
 Grahame, Rowe & Co., Cochrane 54.

Machine Shops.

Balfour, Lyon & Co., Blanco 176.
 Lever, Murphy & Co., Blanco 283.
 Morrison & Co., Blanco 100.
 Fundicion y Fabrica "La Union," Blanco 186.

Mines—Copper.

Sociedad de Minas I Fundiciones de Gatico, Gatico, Antofagasta.
 Sociedad Explotadora de Chuquicamata, Calama.
 Compañía de Cobre de Antofagasta, Calama.
 Compañía Explotadora de Minas de Cerro Blanco, Copiapo.
 Compañía de Minas i Fundiciones de Calama, San José del Abra, Calama.
 Compañía Minera de Ojancos Nuevo, Ojancos Nuevo, Antofagasta.
 Compañía Minera Poderosa de Collahuasi, Collahuasi, Tarapacá.
 Compañía Industrial de Cobre de Antofagasta, Púquios, Atacama.
 Compañía Minera Tarapacá de Collahuasi, Collahuasi, Tarapacá.
 Compañía Minera Santa Jovita de Collahuasi, Collahuasi, Tarapacá.
 Sociedad Explotadora de Caylloma, Arequipa, Perú.
 Compañía Anglo-Chilena de Collahuasi, Collahuasi, Tarapacá.
 Sociedad de Minas de Cobre de Cutter Cove, Cutter Cove, Magellanes.
 Sociedad Nacional de Minas i Fundiciones de Catemu i Melon, Putendo i Quillota.
 Compañía Minera Cubano del Brillador, Brillador, Serena.
 Compañía Minera de Combarbalá, Combarbalá, Illapel.
 Compañía Minera Blanca Torre de Collahuasi, Collahuasi, Tarapacá.
 Sociedad Beneficiadora de Tocopilla, Tocopilla.

Valparaiso.

Gold.

- Compañía Aurífera de las Vacas, Petorca.
Compañía de Drajage Liquidada, Magellanes.
Compañía Drajages América, Magellanes.
Compañía Explotadora de Río Grande, Magellanes.

Coal and Petroleum.

- Compañía Carbonífera de Penco, Penco, Concepción.
Compañía Nacional Carbonífera, Lebu.
Compañía Carbonífera de Cerro Verde, Penco Concepción.
Sociedad Industrial de Río Bueno, Fundo "Colon," La Union.
Compañía Explotadora de Lota y Coronel, Lota i Coronel.

Nitrate.

- Sociedad Santa Lucia de Aguas Blancas, Aguas Blancas, Antofagasta.
Compañía Salitrera Pampa Alta, Pampa Alta, Antofagasta.
Compañía de Salitres la Americana, Aguas Blancas, Antofagasta.
Compañía Salitrera Oriente, Aguas Blancas, Antofagasta.
Compañía Salitrera Lastenia, Oficina Lastenia.
Compañía Salitrera El Boquete, Antofagasta.
Compañía Salitrera Esmeralda, Antofagasta.
Compañía Salitrera Carmen, Antofagasta, Aguas Blancas.
Compañía Salitrera La Valparaíso, Antofagasta, Aguas Blancas.
Compañía Salitrera Riviera, Antofagasta, Cerrillos.
Compañía Salitrera Candelaria, Antofagasta.
Sociedad Borateras de Doña Inés, Chañaral.
Compañía Salitrera Aurrerá, Tarapacá.
Compañía Salitrera el Loa, Antofagasta.
Compañía Salitrera La Araucana, Antofagasta.
Compañía Salitrera Alianza de Taltal, Taltal.
Compañía Salitrera Agupación Carolina de Taltal, Taltal.
Sociedad Salitrera de Portezuelo, Taltal.
Compañía Salitrera Victoria de Tarapacá, Tarapacá.
Compañía Salitrera Fortuna, Antofagasta.

Various.

- Sociedad Sales Potásicas de Bella Vista, Tarapacá.
Sociedad Explotadora de las Salinas de San Rafael, Quillota.

Newspapers.

- El Mercurio.
El Heraldo.
El Chileno.
La Union.
Anglo-Chilean Times.
Sucesos.
Papel y Tinta.
La Comedia Humana.
Caras y Caretas.

Office Furniture.

- C. Arnold & Co., Esmeralda 66.
Sociedad M. R. S. Curphey, Esmeralda 63.
Wessel, Duval & Co., Cochrane 82.
W. R. Grace & Co., Prat 21.
Davis & Co., Condell 7.
Juan E. Clark, Blanco 318.

Valparaíso.

Photographers.

- Fotografía Valck, Prat 117.
Fotografía Allen, Esmeralda 64.
J. y J. Vive, Condell 116.
E. H. Oswald, Condell.
Fotografía Central, Condell 205.

Photographic Goods.

- Hans Frey & Co., Esmeralda 12.
Carlos Schmidt, Esmeralda 10.
J. y J. Vive, Condell 161.
Fotografía Allen, Esmeralda 64.
J. Kohn & Co., Esmeralda 52.
Fotografía Central, Condell 205.

Physicians and Surgeons.

- J. L. Prain, Prat 116.
John Trumbull, Subida Concepción.
Hugo Hahn, Esmeralda 50.
Guillermo Klickmann, Blanco 261 D.

Pianos, Organs, Music, etc.

- Kirsinger & Co., Esmeralda 85.
C. Doggenweiler & Co., Salvador Donoso, esq., Pudeto.
Carlos Brandt, Esmeralda 17.

Plumbing Supplies.

- Fraser & Co., Esmeralda 14.
Hamilton Beith & Co., Condell 45.
W. A. Goldrick, Serrano 30.
Edwin Kelly, Cochrane 164.
Juan E. Clark, Blanco 318.
Juan Wylie, Plaza Anibal Pinto.
L. Jovenich, Plaza Victoria 25.

Sewing Machines, etc.

- Singer Sewing Machine Co., Victoria 260.
Burmeister & Co., Pinto 47.

Shoes.

- A. Janes & Co., Condell.
E. J. Gibbs, Serrano.
Ewart & Donaldson, Esmeralda 58.
F. Silva, Victoria.
El Gremio Marino, Serrano.
L. Michel, Esmeralda 12.
R. W. Bailey & Co., Esmeralda 7.
Riddell & Co., Esmeralda 61.
Zapateria Central, Condell 64.
American Shoe Co., Condell 65a.
D. Bahamondes, Condell 162.
Pedro Burgos, Condell 215.

Shoe Manufacturers.

- Aycaguer y Duhalde, Victoria 131.
Fagalde Hnos., Almendral.
Lafon Hnos., Almendral.
Collao Hnos., Almendral.
E. J. Gibbs, Playa Ancha.

Valparaiso.

Stoves, etc.

W. A. Goldrick, Serrano 30.
Hamilton Beith & Co., Condell 45.
Fraser & Co., Esmeralda 14.
Cia. de Gas de Valparaiso.

Stationers and Paper Merchants.

R. W. Bailey & Co., Esmeralda 7.
Carlos Brandt, Esmeralda 17.
Carlos Fonck & Co., Blanco 294.
Sociedad Imprenta y Litografía Universo, Prat 20.
J. W. Hardy, Esmeralda 11.
Hardy Menelaus & Co., Blanco 436.
Hengstenberg y Cia., Blanco.
Kirsinger & Co., Esmeralda 85.
Librería del Mercurio, Esmeralda 9.
Alberto Locatelli, Condell 176.
C. F. Neimeyer, Esmeralda 13.
W. G. Paton, Esmeralda 2.
Westcott & Co., Esmeralda 1.

Steamship Lines.

Merchant's Line, direct from the east coast of the United States and New York to the west coast of South America, via the Straits of Magellan, W. R. Grace & Co., Agents.

West Coast Line, direct from New York and the east coast of the United States to the west coast of South America, via the Straits of Magellan, Wessel, Duval & Co., 25 Broad St., New York, Agents.

Barber Line, direct from New York to the west coast of South America, via the Straits of Magellan, Barber & Co., Prop., Produce Exchange, New York.

Kosmos Line, direct from San Francisco to the west coast of South America.

The Pacific Steam Navigation Co., line from Valparaiso to Panama, connecting with the lines from Colon to the United States.

La Compañía Sud Americana de Vapores, line from Valparaiso to Panama, connecting with lines from Colon to the United States.

Tailors.

Grote y Cia., Esmeralda 47.
Nieto y Cia., Condell 24.
H. Zincke, Esmeralda 48.
C. Samame, Serrano 44.

Telegraph Companies.

West Coast Cable Co.
Central Cable Co.
Telegrafo del Estado.
Telegrafo Comercial.
Telegrafo Americano.

Telephone Companies.

Chile Telephone Co.
Cia. Nacional de Telefonos.

Valparaiso.

Typewriters.

C. Arnold & Co., Esmeralda 66.
Sociedad Mr. R. S. Curphey, Esmeralda 63.
Wessel, Duval & Co., Cochran 82.
W. R. Grace & Co., Prat 21.
Davis & Co., Condell 7.
Westcott & Co., Esmeralda 1.
Kirsinger & Co., Esmeralda 85.
Williamson, Balfour & Co., Blanco 134.
J. W. Hardy, Esmeralda 11.

Wagons, Carriages, etc., Mfgs. of.

Luis Calvare y Cia., Salvador Donoso 45.
Rodolfo Goepfert, Condell 47.
Dighero Hnos., Esmeralda 108.

Wines and Liquors.

Ferro Sanguinetti & Co., Plaza Sotomayor.
Besa & Co., Blanco 104.
W. R. Grace & Co., Prat 21.
Bushell & Co., Prat 15.
Schiavetti Hnos., Cochran 27.
Ehlers & Co., Blanco 316.

Miscellaneous.

J. Kohn & Co., Esmeralda 52. Scientific instruments, optical goods, etc.
Viña del Mar Sugar Refinery.
Tyrer & Holbrook, Blanco. Ships chandlers.
Asociación Salitrera de Propaganda, Prat 70. General office of the Nitrate Combine.
Guillermo McQueen. Dealer in and exporter of all kinds of seeds.

SANTIAGO.

Population 403,775.

Santiago is the capital of Chile and is situated at the foot of the Andes in a broad valley, about 100 miles by rail to the south-east of Valparaiso. The streets of the city are regular, of a fair width, and paved. There are several beautiful parks and a beautiful avenue.

Agricultural Implements.

W. R. Grace & Co., Huerfanos 1075.
Saavedra, Benard & Co., Bandera.
Williamson, Balfour & Co., Catedral, cor. Bandera.
Bonifacio Despassier, Ahumada.

Architects.

Alberto Cruz Montt, Mesias, cor. Merced.
Alberto Seigel y Geiger, Bandera.
José Smith, Huerfanos, cor. Teatinos.
Ricardo Larrain Brava, Ahumada.
E. Joannon, 150 Santa Filomena.

Santiago.

Attorneys.

Florencio Marques de la Plata, Palacio Tribunales.
 Mariano Larrazabal Wilson, Bandera.
 Mariano Melo Engaño, Bandera.
 Abraham del Rio, Bandera, cor. Compañía.

Automobiles.

W. R. Grace & Co., Huerfanos 1075.
 Bertrand Tisné, Delicias, cor. Rodriguez.
 César Copetta, Ejercito.
 Mario Chasignolle, Castro, cor. "Diez de Julio."

Bakeries.

Luis Porte, Lira 144.
 Antonio Grau, Santa Rosa.
 Luis Despony, Rosas.
 La Argomeda, Argomeda.

Banks.

Banco de Chile.
 Banco de la Republica.
 Banco Nacional.
 Banco de Santiago.
 Banco de Español de Chile.
 Banco Anglo-Sud Americana, Ltd.
 Banco Italiano.

Bicycles.

Juan Cheeseborough, Amunategui.
 Mario Chasignolle, Castro.
 César Copetta, Ejercito 755.
 Bertrand Tisné, Delicias.

Brickmaker.

Ricardo Matte Perez, Cerro San Cristobal.

Book Stores.

Baldrich, Huerfanos.
 MacKenzie & Co., Huerfanos 918.
 Hume & Co., Ahumada 357.
 C. Deiner, Huerfanos, cor. Estado.

Building Contractors.

E. Joannon, Santa Filomena 150.
 Renejo Simondet, Union Americana.
 Alberto y Esteban Belloni, San Antonio 708.

Butchers.

J. Préan, Augustinas.
 A. Lacrampe, Mercado Central.
 O. Fourmilleau, Moneda, cor. San Martin.
 J. Darville, Mercado Central.

Cement, Brick, etc.

Juan Vargas, Rosas, cor. Morande.
 Sucesion Vivian, Morande.
 Calerías Unidas del Melon, Morande.
 Juan Geiger, Herrera, cor. Portales.

Cigars and Tobacco.

Eugenio Kahn, Huerfanos, cor. Ahumada.
 Efraín Band, Estado, cor. Huerfanos.
 Wagenmann & Co., Ahumada 161.
 Jerman Jontard, Ahumada, cor. Plaza des Armas.

Santiago.

China and Glass.

Schlacks & Co., Estado.
 Santiago Vacarezza, Ahumada.
 Enrico Banchieri, Ahumada.
 A. Mondino, Puente, cor. Plaza.

Dentists.

Alejandro Manhood, Moneda, near Morande.
 Oscar Saxton, Delicias, cor. Nataniel.
 Dr. Peters, Miraflores.
 Dr. Sanfuentes, Moneda.

Druggists.

Emilio Klein, Huerfanos, cor. Bandera.
 C. Doggenweiler, Delicias, cor. Ahumada.
 Daube y Cia., San Antonio, cor. Merced.
 Daniel E. Vial, Delicias, cor. Nataniel.
 Luis Montier & Co., Ahumada 245.
 Botica Grève, Ahumada.

Fire Arms, Ammunition, etc.

Juan Seyler, Ahumada 78.
 J. Limozin y Cia., Ahumada 381.
 B. Depressier, Ahumada 381.
 Conden Camaliz, Ahumada.

Flour Mills.

Luis Dumas y Cia., Molina Santa Margarita.
 Kaminsky & Co., Molina Santiago.
 Benjamin Velasco, Molina Dominica.
 Molina San Jorge, Providencia 1560.
 Molina Esmeralda, Providencia 59.
 Gualterio, Hugo, Molina Americana.
 Schiavetti Hnos., Molina Estrella.
 Villalon y Cia., Molina San Carlos.
 Euliojio Perez Cotapos, Molina San Pedro.
 De Gregori y Cia., Molina la Estampa.

General or Department Stores.

T. Ellis Rourke, Estado 78.
 Casa Prá, Huerfanos 1065.
 Hue y Felley, Moneda.
 Casa Francesa, Estado.
 John Melrose, Ahumada 137.
 Riddell & Co., Estado 270.

General Furniture.

Julio Seckel, Huerfanos, cor. Estado.
 Viuda Muzard y Cia., Moneda 957.
 Eduardo Bresciani, Estado 47.
 Prá y Cia, Huerfanos 1051.

Gents' Furnishings.

Jean Haudeville, Estado.
 Grote y Cia., Ahumada 367.
 H. Chopis, Crucero Pasaje Matte.
 Nueva Ville de Paris, Huerfanos 1051.

Grocers.

Weir, Scott & Co., Plaza des Armas.
 Weir & Co., Estado 2.
 Castagnetto Hnos., San Martin.
 Santiago Vacarezza, Augustinas 1015.
 Enrique Banchieri, Ahumada.
 Santiago Valle, San Antonio.

Santiago.

Hardware, Stoves, Iron Beds, etc.

Manuel Orellana, Ahumada 232.
H. Covarrubia, Ahumada.
J. Limozin y Cia., Ahumada 381.
Manuel Matas, Portal Edwards.
Jorge Unwin, Plaza Estación.

Hides.

Alfred Elisegaray, San Diego 749.
Aycaguer y Duhalde, Bascuñan Guerrero 221.
Alcide Magnere, Providencia 78.
J. M. Etchepare, San Pablo 1340.
M. Etchegoyen, Independencia.
M. Copene, San Diego, cor. Victoria.

Jewelers.

Victor Emanuel, Huerfanos, 917.
Umlauff, Estado.
Isaac Jacobs, Huerfanos 913.
Becker & Weil, Estado.

Ladies' Furnishing Stores.

C. Prá y Cia, Huerfanos 1051.
Viuda Muzard y Cia, Moneda.
Burgalat, Huerfanos.
Riddell & Co., Estado 270.

Leather.

Marinot y Lalanne, Chiloé 1938.
Jorge Marinot, Arturo Prat 1171.
Maisonave y Cia, Puente 654.
J. M. Etchepare, Galvez 1119.
Aycaguer y Duhalde, Bascuñan Guerrero 221.
Alcide Magnere, Providencia 78.

Lumber.

Rudolphy Hnos., Chacabuco.
Marcial Ricart, Manuel Montt, 2350.
J. A. Orrega, Matucena.
Venegas Hnos., San Diego.

Machine Shops.

Ismael Piedrabuena, Huerfanos 1040.
B. Depassion y Cia, Ahumada 369.
Juan Seyler, Ahumada 72.
Vargas Hnos., Estado, near Moneda.

Milliners.

Señora Bonscaglia, Pasaje Balmaceda.
Señoritas Mercado y Lacasta, Teatino 61.
Mdle. Carpentier, Ahumada.
Madam Rochette, Catedral 1061.

Mines in District.

Société de Mines de Cuivre de Catemou (Chagres).
Braden Copper Co., Graneros.
Nazario Elquin, Las Ondas (Silver).
Juan Enrique Concha, Los Andes (Silver).
Yeo de Paula Perez, Polpaico.

Santiago.

Music.

Kirsinger & Co., Ahumada 175.
Otto Becker, Ahumada 113.

Newspapers.

El Ferrocarril, Bandera 256.
El Mercurio, Campaña, cor. Morande.
Diario Ilustrado, Agustinas 1067.
El Chileno, Bandera, cor. Catedral.

Office Furniture, Typewriters, etc.

Marco A. Yavar, Campaña.
M. R. S. Curphey, Estado.
Juan Seyler, Ahumada 72.
MacKenzie & Co., Huerfanos 912.
Hume & Co., Ahumada 357.
J. W. Hardy, Huerfanos 1016.

Photographers.

Spencer & Co., Estado.
O. Heffer, Huerfanos.
Adaro, Agustinas.
Perez Montt, Puente, cor. San Domingo.

Photographic Goods.

O. Heffer, Huerfanos.
Luis Montier & Co., Ahumada.
Hans Frey, San Antonio.

Printers and Publishers.

Imprenta Barcelona, Moneda.
Imprenta Universo, Huerfanos.
Imprenta La Union, Bandera, cor. Huerfanos.
Imprenta Lathrop, Estado 157.

Physicians and Surgeons.

Dr. Sierra, Campaña 1933.
Dr. Orrego Luco, Catte Villamicencio 361.
Dr. Izquierda, Santo Domingo 736.
Dr. Petit, Rosas, cor. Amunategui.

Sewing Machines, Phonographs, etc.

Singer Sewing Machine Co., Ahumada.
Efrain Band, Estado.
Herrera Hnos., Delicias 2670.
Vargas Hnos., Estado.

Shoe Dealers.

Pedro Ansich, Ahumada.
Otto Franz, Ahumada.
Mariano Vuleitch, Estado.
Nils Johnson, Ahumada.
Augustine Pepoz, Ahumada.
I. Pluschke, Estado.

Tailors.

H. Bonziques, Ahumada.
Grote y Cia, Ahumada 367.
Simon y Cia, Crucero Pasaje Montt.
H. Pinand y Cia, Estado.
L. Cerri, Ahumada 357.

Santiago.

Tanners.

Alfred Elisegaray, San Diego 749.
Aycaguer y Duhalde, Bascuñan Guerrero 221.
Alcide Magnere, Providencia 78.
J. M. Etchepare, San Pablo 1340.

Telegraph Companies.

Telegrafo del Estado, Plaza des Armas.
Telegrafo Comercial, Plaza des Armas.
Telegrafo Americano, Plaza des Armas.
West Coast Cable Co., Huerfanos.
Central and South American Cable Co., Huerfanos.

Telephone Companies.

Chile Telephone Co., Galeria San Carlos.
Compañia Chilena, Miraflores.

Undertakers.

Garcia y Boher, Estado, cor. Delicias.
Juan Forlivesi, Merced, cor. San Antonio.

Wagons and Carriages.

Bardean Hnos., Augustinas, cor. Cienfuegos.
Thieme y Liebe, Miraflores.
Ledermann Hnos., Delicias.
A. Rommer, Delicias.

Wines, etc.

Viña Lontué, Delicias 424.
Viña San Pedro, Claras.
Viña Tocornal, Huerfanos, cor. Morande.
Viña Benitez, Riquelme 88.

IQUIQUE.

Population 44,000.

Iquique is the second port in Chile in the matter of foreign business, being first in exports and fourth in imports. Nitrate and its products form more than 95% of the exports. There should be a good opening there for all kinds of American manufactured goods, since everything must be brought in, as nothing is manufactured or grown. The nitrate industry is the one important factor.

It would be well to thoroughly study this trade for it is destined to increase. It is now very largely in the hands of the English and Germans, and they are watching it very closely.

Banks.

Banco Aleman Transatlantico.	Banco Anglo-Sud Americana,
Banco de Chile.	Ltd.
Banco Español de Chile.	Banco Italiano.

Iquique.

General Merchandise.

Arata y Cia.
Aurelio Boggiano.
Jorge Brenner.
Coronata Hnos.
Evans & James.
Hosven y Cia.
Malagariga y Cia.
Machiavello y Cia.
Mascarril y Cia.
G. D. Murray.

Wholesale Grocers.

Brescia Hnos.
Tomás Capella.
M. Chinchilla y Cia.
Gómez Hnos.
A. y O. Groothoff.
Hernandez, Bumiller y Cia.
Nemecio Landeta.

Hardware.

José R. Carvajal.
N. Dobroetic y Cia.
Guzman y Cia.
C. Henderson y Hijo.
Lopez Meneses Hnos.

Flour and Grain.

D. Barnes.
R. Barrios y Cia.
A. Briceño.
J. Brito.
G. E. Campbell.

Stationers.

F. Angles.
Bahgeti Hnos.
R. W. Bailery & Co.

Druggists.

J. R. Frull.
Tancredo Gariazzo.
Adelaida Gianolio.
Carlos Lehmann.
Tomás Mátus y Cia.

Merchandise Brokers.

Bolton y Bokenham.
Clarke, Bennett & Co.
Gibbs & Co.
Granja y Cia.
A. y O. Groothoff.

Liquor Merchants.

C. del R. Ahumada.
N. Bacigalupi.
M. F. Castro.
Gomez Hnos.

Pirretas y Cia.
Domingo Sacco.
Silva y Bosch.
Suc. de Pessalo y Canessa.
Suc. de Machiavello y Cia.
Suc. de J. B. Magnasco.
Suñer y Mora.
Trujeda Hnos. y Cia.
Valle y Cabello.
Zanelli y Fruminto.

Malinarich Hnos.
Man Vo Ton y Cia.
MacDonald y Cia.
Wing Chong Tai y Cia.
Schiaivetti Hnos.
Enrique Zanelli.

Pinedo Hnos.
Riba y Cia.
Esteban Santich.
Sangronis y Cia.

José Devéscovi.
Andrés Flores.
D. J. Gonzalez.
Lanas y Pizarro.

Efraim Espinosa & Co.
E. E. Muecke.
Higinio Marin.

Lorenzo Miranda-Avila.
Guillermo Mohrke.
Rafael Simón y Cia.
Suc. A. T. Gariazzo.

C. A. Hesse.
Jackson Hnos.
J. P. Pellé.
Otto Rabenalt.

M. Guash Gomiz.
M. M. Rojas.
Salazar y Cia.

Jewelers.

F. Angulo.
M. Arevena.
Antonio Bedoya.
C. G. Bert.
J. Bonafede.
J. P. Carausan.
M. Davila.

Hatters.

José Alcántara.
Evans & James.
G. D. Murray.
A. Mendieta.

Boots and Shoes.

Compañía Americana.
Evans & James.

Paints and Oils.

Bettley y Cia.
V. Ahumada.

Customs Brokers.

J. de D. Aguirre.
Simon Barragan.
J. M. Bravo.
Nicolás Gonzales.

Lumber.

Bacigalupi y Astolaza.
Lockett Bros.

Insurance Agents.

Clarke Bennett & Co.
Groothoff, A. y O.

Steamship Agents.

W. R. Grace & Co.
A. y O. Groothoff.

Cigars and Tobacco.

Ricardo Alonzo.
Compañía General de Tobaccos.

Photographers.

J. Termini.
José Pena.

Furniture, Carpets, etc.

Franceschi y Cia.
Gomez Hnos.

Assayers.

A. Guajardo.
J. Goldschmidt.

Ship Chandlers.

Campbell y Cia.
Suc. Sartori.

Glassware.

G. Coquelet.
J. R. Costa.

Iquique.

Freech y Cia.
José Gatica.
J. Gismondi.
M. Hansen.
Suc. Montagu.
J. Pederson.
R. Villalba.

L. Peñalosa.
José Podesta.
Santiago Viera.

Rebosio y Cia.
Charles Scott.

F. Córdova.
A. P. Petersen.

Pedro Jensen.
E. Mathieu.
M. Vélez y Cia.
Rosario Zanca.

Juan Pellerano.
Soler Hnos.

Harrington, Morrison & Co.
Ingles, Lomax & Co.

Lockett Bros.
Ingles, Lomax & Co.

C. F. Moller.
C. Scott.

Oscar Espinoza.
De I. Servi.

Santich, E.

P. Martins.

Otto Rabenault.

A. Foscarino.

Iquique.**Pipe, Sheet Iron, etc.**

Juan Brain.

Bettley y Cia.

Machinery.

Roberto Main.

Mitrovich Hnos.

Tailors.

A. H. Ricard.
Horny, Wobbe y Cia.

G. B. L. Moulat.

Harness.

Benigno Garcia C.

A. Pradena.

Coopers.

J. L. Córdova.

Domingo Nuñez.

Wholesale Butchers.

Suc. Geywitz.

Pedro N. Valdes.

Marble.

J. Petellini.

C. Bravo.

Leather.

Caffarena y Cia.

Manufacturing Establishments.**Shoes.**

Fardella y Cia.

Fabrica de Calzada de Tarapacá.

Maccaroni.

Luis Olmos.

Juan Pellerano.

Hats.

M. Rosen.

Soap.

Torres y Cia.

Liquors.

G. Costa.
Luis Olmos.
Juan Pellerano.

Sessarego y Cia.
Daniel Taborga.
Wood, Capurro y Cia.

Foundries.

F. Sparemberg.
Jiménez Hnos.

J. Pender.

ANTOFAGASTA.**Population, 32,219.****General Importers.**

Aramayo Carlos V.
Santiago Bennett y Hijos.
Bruna y Cia.
Eduardo Caballero.
Compañía Salitrera Lastenia.
Clark, Bennett & Co.
Daulsberg, Schulbring y Cia.
Daube y Cia.
Juan Francis.
Granada Hnos.
Granja y Cia.
Harrington, Morrison & Co.

Francisco López y Cia.
Mitrovich Hnos.
Oficina Riviera.
Juan Papic D.
Pinnau y Cia.
Portilla y Cia.
Rosés, Cahis y Cia.
Schiavetti Hnos.
F. A. Sabeoncello.
Uriste y Cia.
Valenzuela y Cia.
Valdivia, Pozo y Cia.

Antofagasta.

General Importers.—Continued.

Horny, Wobbe y Cia.
Inglis, Lomax & Co.
Santiago Imrie.
Ivanovich Hnos.
Lacalle Hnos.
Lihn & Co.

General Merchants.

Abrales, Owen y Cia.
Ascorra y Ugarte.
Rosendo Barraza.
Carlos y Mercadel.
Felix Duran.
Evans & James.
D. Gomez.

Wholesalers.

Victor Errazuriz.
J. Govinden.
Luksic, Yutronic y Cia.
Pedro Pavisich.

Iron.

Bruna y Cia.
Mitrovich Hnos.

Hardware.

Luksic, Yutronic y Cia.
Morcom y Cia.

Insurance Agents.

Barnett & Co.
L. C. Campusano.
Clark, Bennett & Co.

Brokers.

Cia. Minera Poderosa de Chuquicamata.

Shoe Dealers.

Manuel Aguirre.
A. Luis Centurion.

Tailors.

J. de B. Duran.
Cipriano Fuentes.

Lawyers.

Francisco Gonzalez G.

Druggists.

Ismael J. Blanco.

Commission Merchants.

Jorge Govinden.

Printers.

El Mercurio.

Engineers.

Felix Corona.

Versalovich Hnos.
Wagemann & Co.
Weir, Scott & Co.
Williamson, Balfour & Co.
Edwin Youlton.

C. Kirigin.
Thomas N. Mitchel.
Olave Aragon y Cia.
Ricardo Perez.
Vasquez, Valda y Cia.
Santos y Cia.

Cosme Soljancic.
Torti Hnos. y Cia.
Walton y Hirsch.

Pinnau y Cia.
Stancie y Cia.

Pinnau y Cia.
Stancie y Cia.

Duncan Fox & Co.
Inglis, Lomax & Co.

Samuel Green.
Alberto Longé.

Garcia Hnos.

Saturnino Tapia.

Enrique Morgan.

Augustin Pommer,

Lihn y Cia.

Mandiola y Castillo.

Samuel Valdes.

Antofagasta.

Jewelry.

Carlos Pabst.

Nicolas Palaversich.

Books.

E. E. Muecke.

W. G. Paton.

Liquors.

Victorio Biale.

Antonio Rocchi.

Lumber.

A. Longé.

Lewis y Cia.

Physicians.

Mancheño Larrain.

Pedro Sanchez.

Machinery.

Bruna y Cia.

Mitrovich Hnos.

Various.

Montano R. Roque, Architect.
Maximiliano Villalon, Gaseous
Waters.
Wagemann & Co., Cigars and
Tobacco.
C. Cerda y Cia., Constructors.

Leonidas Arenas, Dentist.
Capurro Hnos., Maccaroni Fac-
tory.
Jorge Govinden, Bakery.
A. Morcom y Cia., Lamps, etc.
Luksic y Ivanovitch, Furniture.

ANCUD.

Population, 4,436.

General Importers.

Dario Achardi.
Juan Burr.

Vicente Robles J.

Agricultural Implements.

Bernardo Camino.
Luis Duran.

Francisco Meñique y Cia.

Miscellaneous.

Francisco Mucke, brewer.
Alejando Navas, druggist.
"Chilee," printers and publish-
ers.

Ana Scholz D., miller.
Guillermo Wolf, shoe dealer.

ANGOL.

Population, 7,302.

General Merchants.

Aristayeta y Gonzalez.
Arretchea, Gregorio.
Eduardo Brown.

Luis Klapp.
Manuel Roa.

Millers.

Bunster y Cia.
Cia. Maderera Malleco y Cautin.

Cia. Molinera "El Globo."

Miscellaneous.

Enrique Bustos S., hardware
dealer.

Anibal Millan, jeweler.
Antonio Kind, brewer.

CALDARA.

Population, 2,500.

General Importers.

H. B. Beazley.
Santiago Giovanetti.
Iguait y Cia.
Carlos Klemke.

J. P. Pensa.
Bernardo Tornini.
Santiago Vitall.
Sthaner y Cia.

Miscellaneous.

Sociedad Industrial de Atacama,
foundry.
Arestizabal, Martinez y Cia,
lumbermen.
Sociedad Industrial de Atacama,
lumbermen.

Braulio Garcia, general mer-
chant.
Bernardino Rosa, general mer-
chant.

CAUQUENES.

Population, 9,697.

General Merchants.

Zeno Mouchet.
Fernando Verdugo.
Duncan Fox y Cia.
Paiva Hnos.
Marcial Alvarez.

Iglesias y Miguez.
Salvador Lama.
Pedro N. Parra.
Jaime Simon.

Miscellaneous.

Carlos F. Muñoz, lawyer.
Daniel L. Moreno, dentist.
Elias Morel, printer.
Fernando Verdugo, hardware
dealer.

Jose Ignacia Rojas, jeweler.
Claudio Mendoza, shoe dealer.

CHILLAN.

Population, 42,500.

General Merchants.

Benjamin Goldenberg.
Federico Kehle.
Augustin Lamoliatte.
Raurich Hnos.
Federico Aedo.
Francisco Aedo.

Ebensperger Hnos.
Iturriga y Moreno.
Jose Loza.
Medel Hnos.
Fernando Raurich.
Dario Brunet.

Grocers.

Arturo Quintana.

Calvin & Co.

Dentists.

Jorge Andwater.

Powas Parico.

Jewelers.

Alberto Nicolet.

Carlos Villamil.

Leather and Hides.

Hiriast Hnos.

Fernando Besurer.

Flouring Mills.

Manuel Wiker.
C. Alvarez Condarco.
Francisco Ramirez.

Kraemer Hnos.
Labaren v. de T. Rita.

Chillan.**Lumber and Building Materials.**

Benjamin Cohen y Hijo.
Guillermo Plummer.

Gabril Valdes.

Machine Shops.

Fundicion Plummer.

Singer Hnos.

Miscellaneous.

Enrique Hein, brewer.
Juan Schleyer, brewer.
Duncan Fox & Co., exporters.
Luis R. Carrasco, dentist.
Nicanor Mendoza, druggist.
Tomas Tarico, druggist.
"La Discusion," printers and
publishers.

Carlos Marechal, soap manufac-
turer.
Maria Panier, jeweler.
Jose Calderon, shoe dealer.
Juan Martinez, shoe dealer.

CONCEPCION.

Population, 55,554.

General Importers.

Allardice y Cia.
Borlando Hnos.
Carstens Viereck y Cia.
Daube y Cia.
Duncan, Fox y Cia.
Carlos Fonck y Cia.
Fischer y Cia.
Manuel Fernandez y Cia.
Gratenau y Cia.
W. R. Grace y Cia.
Mauricio Gleisner.

Guerin Freres.
Eugenio Goyeneche.
Hystenberg y Cia.
E. y W. Hardt.
Huth y Cia.
Neckelman Hnos.
Rogers y Cia.
Roepke y Luer.
Timmerman y Cia.
Gustavo B. Wolf.

General Merchants.

Santiago Bancalari.
Alfonso Capponi.
Jacobito Galletti.
Passalacqua Hnos.
Blas Valle.
Valle y Sanguinetti.
Gleisner y Cia.

Harman y Cia.
Manger y Cia.
Cosme F. Cardone.
Domingo Diez.
Eduardo Gonzalez.
Nickelsen y Cia.

Grocers.

Haight Almacen de Provisions.
Weir Scott y Cia.

Perez Juan Duaso.
Antonio Poletto.

Dentists.

Rolando Basulto.
Guillermo Day.

C. Cesar Pardo.

Jewelers.

Carlos Messing.
Carlos Schuttz.

Alfredo Seigel.

Leather and Hides.

Mausicia Gleesen y Cia.
Harmon y Cia.

Manger y Cia.

Concepcion.

Lumber and Building Material.

Julio Aniet.
Mauricio Gleisen.

Julio Plesch.
Williamson Balfour & Co.

Dealers in Hardware, Stoves, Typewriters, Etc.

Oscar Sponer.
Almacen Weber.

Julio Plesch.

Shoe Dealers.

Dubrenil & Co.
Kuhn y Cia.

Manuel Ferrer.

Miscellaneous.

Escuela Agricola Agricultura,
agricultural implements.
"El Sur," printers and publish-
ers.
"La Union," printers and pub-
lishers.
Westcott y Cia., booksellers.
Juan B. Muñoz, furniture dealer.
Federico Lange, music dealer.

Edmundo Borden, soap manu-
facturer.
J. M. Dubarry, soap manufac-
turer.
Carlos Brandt, bookseller.
F. Rettig, dealer in musical in-
struments.
Brandt y Cia, dealers in musical
instruments.

Coal Miners.

Mina de Carbon.
Cerro Verde Penco.

Province de Concepcion.

CONSTITUCION.

Population, 7,000.

General Merchants.

Anjel Corssi.
Figari y Forno.
Victor M. Hernandez.
Jose Mercedes Jelvez.
Juan Maggi.

Heracio Mendoza.
Juan Norero.
Antonio Onetto.
Juan de Dios Peldoza.
Juan Schultski.

Ship and Boat Builders.

Aquiles Court.
Fernando Court.

Eduardo Gutierrez.
Mario Ibar.

Miscellaneous.

Matias Nuñez, attorney.
Manuel Jose Letelier, dentist.
"El Constitucion," printers and
publishers.

Juan de Dios Arellano, grocer.
Jose M. Maldonado, shoe dealer.

COPIAPO.

Population, 11,321.

General Merchants.

Jacue y Urenda.
Scheggia Santiago.
Sociedad Industrial de Atacama.
Candido Agullo.
Delard Hnos.

Julio Faggiati.
Joaquin Marco.
Thomas H. Mitchell.
Pedro Rissi e Hijo.
A. Tornini y Cia.

Copiapo.

Miscellaneous.

Demetrio Gomez, attorney.
Guillermo E. Barht, commission
agent.
Felix A. Aran, dentist.
Rojas y Cia.
"El Amigo del Pais," printers
and publishers.

Arestizabal y Cia., dealers in
lumber.
Sociedad Industrial de Ataca-
ma, lumber dealers.
Espoz y Aguirre, dealer in
hides.
Manuel Curet, shoe dealer.

COQUIMBO.

Population, 11,617.

General Importers.

Castex Hnos.
Hengstenberg y Cia.
Jenkins y Cia.
Kerr y Cia.

H. Stack y Cia.
Lorenzo Salate.
Virjilio y Barra.
Ruperto Alvarez.

General Merchants.

Pablo Aguirre.

Pedro Mac-Kenney.

Miscellaneous.

Jose A. Aguirre, M., attorney.
Pedro Bergeret, dentist.
Francisco Olivares, druggist.
Alberto B. Gillet, soap manu-
facturer.

Juan B. Garces, jeweler.
Jenkins y Cia., lumber dealers.

CORONEL.

Population, 4,600.

General Importers.

Allardice y Cia.
Pedro Elissetche.
Franklin y Cia.

Jorge Grandfeld.
Luis Jacobsen.

General Merchants.

Guillermo Appel.
Ernesto Brun.
Cia. de Lota y Coronel.

Duhart y Cia.
Schwager Minas.

Miscellaneous.

Francisco Salas, L., attorney.
J. L. Moreno, dentist.
Federico Golberg, druggist.
Compania Industrial, soap manu-
facturers.
Antonio Kjeldsen, soap manu-
facturer.
Fernando Mococain, lumber
dealer.
Marino Guzman, lumber dealer.

Fernando B. de la Vega, phys-
ician.
Koster y Wynecken, millers.
Molina de Coronel de Harina,
millers.
Compania Explotadora de Lota
y Coronel, coal miners.
Minas de Schwager, coal mi-
ners.

CURICO.

Population 18,313.

General Merchants.

Eatchan Empraranza.	Abelardo Valderrama.
Etchevers Hnos.	Fructuoso Camiruaga.
Constantino Gariglio.	Benjamin Silva.

Hardware Dealers.

Eudocio Cabrera e Hijo.	Luciano Hoyos.
-------------------------	----------------

Millers.

Giaconi Hnos.	Carlos F. Zwanzger.
---------------	---------------------

Miscellaneous.

Francisco G. Moreno, attorney.	Jose David Dominguez, jeweler.
Bartolome Figueroa, starch manufacturer.	Moran Hnos, printers.
Felix Chereau, tanner.	Eliseo Cruz, soap manufacturer.
Manuel Lizana, tanner.	Modesto Castro, tailor.
Ramon M. Gonzalez, dentist.	Fargeot y Ponchuq, shoe dealer.
Juan B. Acevedo, druggist.	
Samuel Lizana e Hijos, ice manufacturers.	

LENARES.

Population, 9,104.

General Merchants.

Bernardo Cameratti.	Segundo Caamaño.
Francisco D. Valenzuela.	Gregorio Carrasco.
Fanny S. de Villa.	Juan A. Fuentes.
Manuel Coll.	Manuel Gatti.
Roberto C. Sproat.	Francisco R. Montesinos.
Juan E. Valenzuela.	Manuel S. Rebollo.

Miscellaneous.

Compañía de Aguas Minerales, dealers in mineral waters.	Luis Vernier, brewer.
Heriberto Andreo, druggist.	Manuel A. Cofre, dentist.
Nicolas Morales, photographer.	Francisco D. Valenzuela, lumber dealer.
Francisco Oltra, soap manufacturer.	Guillermo Firth, miller.
	Roberto C. Sproat, miller.

LIMACHE.

Population, 3,600.

General Merchants.

Pedro Campos.	Agustin Norero.
Honorio Escobar.	Aquiles Simoni.
Huerta y Cia.	Ramon Suero.

Miscellaneous.

Francisco H. Palma, attorney.	Pedro Delgado, jeweler.
Zacarias Norambuena, druggist.	

LOS ANDES.

Population, 5,600.

General Merchants.

Jose Bonelli.	Carlos V. Jenkins.
Daniel Brante.	Domingo Bonelli.
Felix Crocco.	Edwardo Fluhmann.
Eusebio Silva.	

Miscellaneous.

Ernesto Aragon, attorney.	"La Restauracion," printers and publishers.
Enrique Mackenthunn y Cia, manufacturers mineral water.	Rodolfo Alvarez, jeweler.
Luis Wemburg, brewer.	Manuel F. Aguirre, physician.
Erasmus Basoalto, dentist.	Pablo Berrios, shoe dealer.
Exequiel Fernandez, druggist.	

LOS ANGELES.

Population, 19,418.

General Merchants.

Padrilla R. Badilla.	Duralde y Murat.
Poque Duran.	Guillermo Jacobs.
Juan I. Mondaca.	Francisco Soto.
Alejandro Arriagada.	Stoeber Hnos.
Paltasar Prito.	Thon Hnos.

Flouring Mills.

Leandro Hernandez.	Vincente B. Vildosola.
Sociedad Molinera "El Arrayan."	

Miscellaneous.

Eleodro Solano, attorney.	Sociedad Maderera "Bio-Bio," lumber dealer.
Exequiel Sagredo, shoe dealer.	Luis Meuma, furniture dealer.
Emilio Fournies, tanner.	
Marcial L. Gonzalez, jeweler.	

OSORNO.

Population, 8,498.

General Merchants.

Hott Hnos.	F. Carstens y Cia.
Guillermo Kapstein.	Juan B. Etcheverry.
Jerman Piwonka.	Guillermo Schaffeld.
F. Fuchsloche.	Ricardo Wiederhold.

Millers.

Enrique Hott.	A. y F. Schott.
Menge Hnos.	

Miscellaneous.

Otelo P. Rozas, attorney.	Augusto Wolther, soap manufacturer.
Enrique Schilling, dentist.	Edwardo Dourney, music dealer.
"El Correo de Osorno," printers and publishers.	Nicolas Schabacker, shoe dealer.

OVALLE.

Population, 7,017.

General Merchants.

Reinaldo Torres.
G. Gallardoc y Cia.
Sabino Castillo.
Isaac Garcias y Cia.

Rosario Lastarria.
Jose Silva.
Joaquin Villarroel y Cia.
Antonio Alvarez.

Miscellaneous.

Jofre Blas Alvarez, attorney.
Antonio Alvarez, dentist.
Jose Antonio Olivares, photographer.
"La Constitucion," printers and publishers.
Carlos Castex, soap manufacturer.

Campos Carlos Gonzalez, physician.
Carlos Castex, miller.
Emilio Gomez, grocer.
Ricardo Gonzalez, shoe dealer.

PARRAL.

Population, 9,934.

General Merchants.

Rafael Carvajal.
Jose Cosso.
Jerman Bauerie.
Duncan Fox y Cia.

Anos Passalacqua.
Jose Dolores Escobar.
Wenceslao Olate.

Miscellaneous.

Jacino Barodi, attorney.
Jose Cosso, brewer.
Nicolas Luco Cruzat, druggist.

Agustin Gonzalez, soap maker.
Jerman Baurle, lumberman.

PUERTO MONTT.

Population, 4,970.

General Importers.

Carlos Braemer.
Juan Bta Etcheverry.
Carlos Epensperger.
Oelckers Hnos.

Sociedad C. y A. Chile-Arjentina.
Carlos Wiederhold.

General Merchants.

Adolfo Ebensperger.
Carlos Lafrentz.
Federico Oelckers.

Outridge y Cia.
Sociedad Ag. y Frigorifica.
Juan Antonio Vera.

Miscellaneous.

Juan Jose C. Silva, attorney.
Christian Brohm, brewer.
D. Hernaez, dentist.
Fernando Doggenweiler, druggist.

"La Alianza Liberal," printers and publishers.
Adolfo Oelckers, soap maker.
Augusto Gocke, lumberman.
Guillermo Aguilar, shoe dealer.

PUNTA ARENAS.

Population, 11,828. This is a free port.

General Importers.

Braun y Blanchard.
Stubenrauch y Cia.
Bois de Chesne Eujenio.

Wahlen y Cia.
J. H. A. Wehrhahn.
Jose Menendez.

Punta Arenas.

General Importers.—Continued.

De Bruyne y Cia.
Juan Lamberti.

Joaquin Bigorra.

General Merchants.

Jose Menendez.
L. L. Jacobs.
F. Schlapbach.
J. Bigorra.

J. Matetich.
Enrique Poirier.
Piña y Reyes.

Miscellaneous.

Braun y Blanchard, Agricultural implements, leather, lumber, building material, firearms, hardware, stoves, etc.
De Bruyne y Cia. Agricultural implements, building material, groceries, etc.
Carlos Williams. Sewing machines, bicycles, etc.
Claudio Imbert. Photographer.
J. Verscheure. Photographer.
Leopoldo Feller. Leather, etc.
A. M. Arentsen. Office furniture, typewriters, etc.
H. Petersen. Hardware, stoves, firearms, etc.
Domingo Depolo. Jeweler.
Faller y Cia. Jewelers.
Ricardo Wagner. Druggist.
Jorge Schultz y Cia. Musical instruments, music, etc.
J. Matetich. Musical instruments.
Carlos Menendez. Attorney.
Guillermo Zarlach. Carriage maker.
Fischer y Petersen. Brewers.
Octavio M. Ossandon. Dentist.
"El Comercio." Printers and Publishers.
Juan Pais. Physician.
Stubenrauch y Cia. Lumber.

Mining Companies.

Mina Loreto. Coal.
Cutter Cove Copper Mining Co. Copper.
Compañia Aurifera Loreto. Gold.

Gold Dredging Companies.

Compañia de Dragaje Rio del Oro. J. D. Roberts, Manager.
Compañia de Dragaje Rio Verde. J. D. Roberts, Manager.
Compañia de Dragaje Rio Oscar. J. D. Roberts, Manager.
Compañia de Dragaje Progreso. J. D. Roberts, Manager.
Compañia de Dragaje Rio Perez. P. Verbauen, Manager.
Compañia de Dragaje Rosario. D. G. Bricker, Manager.

QUILLOTA.

Population, 9,700.

General Merchants.

Samuel Fernandez.
Carlos Bertelsen.
Victorio Campodonico.
Mateo Fernandez.

Maria R. v de Repetto.
Sucesion Simonetti.
Ladislao Torrejon.

Miscellaneous.

Esposz Julio Pizarro, attorney.
Roberto de Rodriguez, dentist.
Agustin Avezon, printer.
Telesforo Azocar, jeweler.

H. A. Arredondo, lumberman.
Luis Morel, miller.
Alejandro Petri, shoe dealer.
Benigno Miranda, tailor.

RANCAGUA.

Population, 9,413.

General Merchants.

Elizardo Bravo.
Maluenda Solar y Cia.
Passalacqua Hnos.

Carlos Comandari.
Elisa Lopez.
Francisco J. Salinas.

Millers.

Federico Koke.
San Pedro Rural.

Alejandro Vigoarou.

Miscellaneous.

Francisco Gonzalez, attorney.
Manuel J. Peralta, brewer.
Francisco E. Canton, dentist.
Otto Kref, druggist.
Andres Ahumada, photographer.
"El Nuevo Siglo," printers and publishers.

Luis A. Fredes y Cia., jewelers.
Sociedad de Buques y Maderas,
lumbermen.
Belarmino Munita, shoe dealer.

RENGO.

Population, 6,500.

General Merchants.

Pablo Hoffman.
Emparanza Hnos.

Olivares y Cia.
Carmela Salazar.

Millers.

Juan Egenau.
Pablo Hoffman.

Juan Schultz.
Daniel Theoduloz.

Miscellaneous.

Heriberto Farnandez, attorney.
Abraham Cordova, druggist.
Jeronimo Perez, tanner.

"El Cochagua," printers and
publishers.
Luis Latorre, lumberman.

SAN FELIPE.

Population, 14,445.

General Merchants.

Bernardo Corrales y Cia.
Borobia y Cia.
Suazo y Cia.
Malfanti Hnos y Cia.

Donato Elorza.
Emeterio Figueroa.
Maximo Thurm.

Miscellaneous.

Gustavo Salas, attorney.
Francisco Stemmann, brewer.
Martin Latorre, druggist.
Eleuterio Bruna, lumberman.

Augusto Ouvrard, miller.
Mercedes v de Clavio, manufac-
turer roof tile.

SAN FERNANDO.

Population, 10,460.

General Merchants.

Abelardo Valderrama.
Andres Feliu.

Luis Oportus.
Toribio Salgado.

San Fernando.**Miscellaneous.**

Arturo Muñoz M., attorney.
Mesias Hnos, brewer.
Francisco Peña y Lillo, dentist.

Valentin Alarcon, jeweler.
Isaías Barrera, printer.
Hilarion Martin, shoe dealer.

SERENA.

Population, 24,425.

General Importers.

Bausa y Figari.
Luis Berruyer.

David C. Thompson.
Ricardo R. Abbott.

General Merchants.

E. Bradford y Cia.
Jenkins y Cia.
Andres Kerr y Cia.
A. Steel y Cia.
Yeomans y Cia.

Alejandro Abud.
Jose Abud.
Pio Aguirre y Cia.
Sucesion E. Galleguillos.

Miscellaneous.

David F. Aguirre, attorney.
Adolfo Floto, brewer.
Pedro Etcheverry, tanner.
Victorino Alonso, dentist.

Marcos F. Perez y Cia., drug-
gists.
Jorge Osorio, engineer.
Pedro R. Alvarez, jeweler.

TALCA.

Population, 38,000.

General Merchants.

Donoso Hnos.
Duncan Fox y Cia.
Gleisner y Cia.
Smits y Assler.
J. Holman y Cia.
Solar Hnos.
Ayusox y Alvarez.

Donoso Stringfellow Cia.
Rodolfo Iturriga.
Arsenio Quindo.
Rubio Hnos.
Sola Hnos.
Andres Vaccaro.

Match Factories.

Avaria y Cia.
Oehminger, Smits y Cia.

Schleyer Rivera y Cia.

Soap Factories.

Francisco Gomez.
Daniel Valenzuela.

Jaime Vidal.

Dealers in Agricultural Machinery.

Donoso Stringfellow Cia.

Smits y Assler.

Miscellaneous.

Joaquin Silva, attorney.
Smits y Assler, manufacturers
of brass beds.

Dolores Castro J., druggist.
Ferrer Ortega, lumberman.

TALCAHUANO.

Population, 11,000.

General Importers.

Cornou y Schazmann.
Fagalde y Cia.

E. y W. Hardt.
Guillermo Mac-Kay y Cia.

Talcahuano.

General Importers.—Continued.

Franklin y Cia.
Mauricio Gleisner y Cia.
Enjenio Goyeneche y Cia.
W. R. Grace y Cia.

Oscar Spoerer.
Weir y Cia.
Williamson, Balfour y Cia.

General Merchants.

Alfredo Anziani.
Ricardo Bagnara.
Luis Sciacaluga.
Miguel Vignolo.
Julio Borlando.

Canessa y Cia.
David A. Caprile.
Esteban Caprile.
Sanguinetti y Canessa.

Miscellaneous.

Almacen San Pedro, agricultural implements.
La Villa de Roma, shoe dealers.
Aniceto Pereda, shoe dealer.
Apostadero Naval Chile Navy, dealers in lumber.

W. K. Steel y Cia., dealers in lumber.
Alfredo Anziona, musical instruments.
Molina Talcahuano, miller.

TALTAL.

Population, 11,341.

General Importers.

Hanes A. Alfaro.
Santiago Brandanovich.
Hernandez Hnos.
Lautaro Nitrate Cia., Ltd.

Pedro Martinez y Cia.
Macchavello Hnos.
Papich Hnos.
Lucas Zlozilo Hnos.

General Merchants.

Hawes A. Alfaro.
Macchavello Hnos.
Piantanida y Carlessi.

Cayetano Vecchiola.
Santiago Bradanovich.

Miscellaneous.

Juan B. Avalos, attorney.
"La Voz del Obrero," printers and publishers.
Isidro Dolarea, engineer.
Olegario Alvarez, physician.

Ossio y Ramirez, dealer in machinery.
Pedro Contreras, jeweler.
Horny Wobbe y Cia., tailor.

TOME.

Population, 4,000.

General Merchants.

Alejandro Araya.
Joaquin Guitart.

Juan A. Vasquez.
Carlos Ristempard.

Millers.

Guillermo Mackay.

Palma e Hijos.

Miscellaneous.

Agustin Andrade, attorney.
H. P. Hinrichsen, brewer.
Felix A. Moena, druggist.
Nicholas Ramirez, soap manufacturer.

Juan Hahn, lumberman.
Vera Pedro Muñoz, provisions.
Antonio Jones, shoe dealer.

TEMUCO.

Population, 7,075.

General Merchants.

Compañia Molinera.
Benjamin Goldemberg.
Mauricio Gleisner y Cia.
Carlos Boizard.
Guillermo Mackay.
Pedro Manguyague.

Juan Bautista Navaez.
Salvador Urrutia y Cia.
Juan Bautista Cappra.
Francisco Lataste y Cia.
Francisca v. de Leppe.
Carlos Schaffer.

Millers.

Santiago Mombreg.
Sociedad Malleco Cautin.

Sociedad Molinera "El Globo."

Miscellaneous.

Euliojio Robles R., attorney.
Lataste y Gorriategui, tanners.
Augusto Hochstetter, druggist.
Felipe Rodriguez, jeweler.
Ramon Mason, printer.

Eduardo Schott, engineer.
Marcial Recart y Cia., lumbermen.
Emilio Moreno, physician.

TRAIGUEN.

Population, 5,839.

General Merchants.

Nemesio Henriquez.
Jerman Katz.
A. Morquera y Hnos.
Carlos Schmake.

Williamson Balfour y Cia.
Saenz Terpelle y Cia.
Elias Alvarez.

Miscellaneous.

Oscar Muñoz A., attorney.
Jose A. Erich, carriage manufacturer.
Julio Moreno, dentist.

Conejeros Temistocles, printer.
Pedro Olivares, physician.
Pedro Compagnon, shoe dealer.

VADIVIA.

Population, 17,681.

General Importers.

Alberto Haverbeck.
Federico Koch.
H. Koch.
Pablo Andwandter.
Alberto Behrens.
Carlos Bischoff.
Carlos Bulling.
Cartens y Cia.
G. R. Fischer y Cia.

Andwandter y Bentjrodt.
Luis Rudloff.
W. R. Grace y Cia.
R. Gratenau y Cia.
Pablo Hoffmann.
Mertens Roepke y Cia.
Saelzer y Schwarsemberg.
Williamson, Balfour y Cia.

General Merchants.

Juan Alvarez.
Leon Blanc.
Carlos Fritz.
Manuel Gonzalez.

Carlos Hanne.
Abelino Molina.
Francisco Molina A.

Vadivla.

Miscellaneous.

Mally, Reccius y Cia., bicycles, hardware, general store.
A. Wachsmann, department store, bicycles, etc.
Enrique C. Werkmeister, lumber and building material.
Ottmar Richter, office furniture, typewriters, firearms.
Teodoro Henzi, jeweler.

Luis Lueders, druggist.
Pablo Springbiller, musical instruments, music, etc.
Pablo Hoffmann, tanner.
Luis Rudolf, tanner.
Juan Antoine, printer.
Federico Zerweck, soap manufacturer.

Millers.

Federico Klassing.
German Kunstmann.

Federico Demmerer.

VALLENAR.

Population, 7,899.

General Merchants.

Carlos A. Aguilar.
Francisco Vincente Ahumada.
Alvarez Hnos y Cia.
E. Bradford y Cia.

Arturo C. Muñoz.
Agripin Rivera J.
Juan M. Rodriguez.

Miscellaneous.

Esteban Bruzzone, general department store.
Nicolas Traslaviña, leather, etc.
Francisco Rudolph, lumber and building material.

Nicolas Gonzalez, musical instruments and music.
Simon E. Diaz, druggist.
Roberto Espinosa, shoe dealer.

Copper Mines.

Veta de Varas.
Sociedad de Minas de "El Orito."

Sociedad de Minas de Chehuegue.

VICTORIA.

Population, 5,000.

General Merchants.

Otto Berg.
Ambros Brunet.
Antonio Campos.
Juan Scheyer.

Jose Campino.
Lopez y Cia.
Juan B. Picaso.

Miscellaneous.

Arturo Martinez, attorney.
Massic Hnos, tanners.
Enrique Siegun, jeweler.
Ricardo Gonzalez, printer.

Nicolas Lopez y Cia.
Carlos Fallet, miller.
Pedro Lubet, shoe dealer.

A SELECTED LIST OF NAMES OF BUSINESS INDIVIDUALS AND FIRMS IN THE CITY OF PANAMA, REPUBLIC OF PANAMA.

By **ARNOLD SHANKLIN**, American Consul-General at Panama, Panama.

Agricultural Implement Dealers.

(See "Hardware," the dealers of which also sell small farm implements.)

Bankers and General Merchants.

American Trade Developing Company.
Isaac Brando & Brothers.
Fidanque & Sons.

Banks.

International Banking Corporation.
Ehrman & Company.
Panama Banking Company.

Boots and Shoes.

Eiseman & Eleta (The American Bazaar).
Carlos Muller (La Mascota).
H. de Sola & Company (La Ville de Paris).
M. Kaplan & Company (The Fair).
Maduro-Lupi Company.
Oscar Muller.
The Regal Shoe Store.

Commission Merchants.

David Abad.
American Trade Developing Company.
Arosemena Hermanos.
Isaac Brandon & Brothers.
Raul J. Calvo.
Fidanque & Sons.
A. Jacobs.
West Coast Trading Company.
Po Yuen & Company.

Dry Goods.

M. D. Cardoze.
Salvador Chamorro.
Daniel De Castro.
Del Rio & Company.
Delvalle Brothers.

Panama.

Dry Goods.—Continued.

H. de Sola & Company.
The F. C. Herbruger Company.
Huertematte & Company.
M. Kaplan & Company.
Luria & Company.
T. J. Mahoney.
Maduro-Lupi Company.
Piza, Lindo & Co.
Piza, Piza & Company.
L. A. Quelquejeu.
Sasso & Sons.
Toledano & Sons.

Dentists.

Drs. Cooper & Cross (A. S. Cooper and J. L. Cross).
Dr. Julio Arango.
Dr. A. Q. Gallol.
Dr. Marcel Gutierrez.
Dr. J. B. Calvo.

Druggists.

Benedetti Brothers.
Manuel Espinosa B.
Arturo Kohpcke.
The English Pharmacy.
Preciado & Company.

Furniture.

Carlos A. Cowes.
Maduro-Lupi Company.
Piza, Lindo & Company.
A. Santeghini.

Grocers (Retailers and Wholesalers).

G. A. Alvarado.
P. Canavaggio.
F. Ullrich & Company.
Isaac Brandon & Brothers (Wholesale only).
Ramon Arias F. (Wholesale only).
Salguiero & Alvarez.
Fidanque & De Castro (Wholesale only).
Alberto J. Goti.
Pablo Menotti.
Jose C. Monteverde (Wholesale only).
A. Jacobs (Wholesale only).

Hardware.

Augustin Arias F.
Eric Barham & Company.
Nicolas Chiari.
Guardia & Company.
Emanuel Lyons & Company.
N. Villalaz & Company.

Hides and Skins.

Raul J. Calvo.
Amadeo C. Lupi.
F. Torm.
J. Gabriel Recuerdo.

Panama.

Hotels.

The Astor Hotel, S. Freedburg, Manager.
The American Exchange, Mme. Dumas-Leroy, Proprietress.
The Grand Central Hotel, John Ehrman, Manager.
La Marina Hotel.
The Angelini Hotel, Luis F. Angelini, Manager.

Insurance Agents.

Ehrman & Company.
Fidanque & Sons.
International Life Insurance Company, J. N. Popham, Mgr.
The Jamaica Mutual Life Assurance Society.

Jewelers.

Otto Haak.
Lacroisade & Regis.
Jose Misteli.
Oscar Muller.

Lumber.

American Lumber Company.
Arosemena Hermanos.
Guardia & Company.
Pinel & Company.
Quelquejeu & Company.
Eduardo Ycaza.

Men's Outfitters.

I. Aaron & Sons.
Eiseman & Eleta.
Huertematte & Company.
M. Kaplan & Company.
Luria & Company.
Maduro-Lupi Company.
Carlos Muller.
Piza, Piza & Company.
A. Santeghini.
H. de Sola & Company.

Mining Companies.

Darien Gold Mining Company, Pablo Pinel, Manager.

Pearl Merchants.

M. Benado.
Pinel Brothers.
Piza, Piza & Company.
The F. C. Herbruger Company.

Printing Offices.

Guillermo Andreve.
Alfaro & Vallarino (Tipografia "Excelsior").
Edmundo Botello ("El Duende").
Casis & Company.
Sosa & Company (Tipografia "El Istmo").
The Star & Herald Company.
The Panama Journal Company.

Panama.

Sewing Machines.

M. D. Cardoze.
H. de Sola & Company.

Ship Builders.

Pinel Brothers.

Stationery Stores.

Benedetti Hermanos.
Preciado & Company.
Vibert & Dixon.

Steamship Agencies—Atlantic.

Panama Railroad Steamship Line (American).
Royal Mail Steam Packet Company (English).
Leyland & Harrison Line (English).
Compagnie Generale Transatlantique (French).
Hamburg-American Line (German).
La Veloce S. S. Line (Italian).
Compania Transatlantica de Barcelona (Spanish).
United Fruit Steamship Line (American).

Pacific.

Pacific Steam Navigation Company (English).
Pacific Mail Steamship Company (American).
Compania Sud Americana de Vapores (Chilean).
Compania Nacional de Navegacion (Panamanian).

Tailors.

Nicolas Justiniani.
Jose Rivadeneira.
B. Rodriguez.
E. Vasquez.

AMERICAN EXPORT TRADE DIRECTORY.
SOUTH-EAST AFRICA.

By W. STANLEY HOLLIS, American Consul at Lourenço Marquez.

As there appears to be a lack of knowledge in the United States as to the location of, the limits to the jurisdiction of, and the ports of entry comprised within the consular district of Lourenço Marquez, Consul W. Stanley Hollis makes the following explanation:

The consular district of Lourenço Marquez (which ought to be called the district of Portuguese East Africa) comprises all of Portuguese East Africa, which is officially known as the Province of Mozambique, of which Lourenço Marquez is the capital.

The ports of entry in the Province of Mozambique are (beginning from the north) as follows:

Chief custom-house. Ibo.	Chief custom-house. Beira.
Subcustom-house. Porto Amelia.	Subcustom-house. Bartholomeu
Do. Palma.	Dias.
Despatch post. Lurio.	Do. Sofala.
Chief custom-house. Mozambique.	Do. Bazaruto.
Subcustom-house. Antonio Ennes.*	Chief custom-house. Inhambane.
Do. Fernaõ Velloso.	Do. Marquez.
Chief custom-house. Quelimane.	Lourenço
Despatch post. Moma.	Despatch post. Matolla.
Chief custom-house. Chinde.	

All invoices for goods shipped to the United States from any of these ports, and all landing certificates covering goods shipped from the United States to any of these ports, should be certified only at this consulate. As practically all goods shipped to and from the smaller ports are transhipped at other ports, either in Africa, Europe, or England, the present practice appears to be to have the invoices certified at the port of transshipment, instead of at Lourenço Marquez, which is the consular port for all of these ports described.

The use of the words "Delagoa Bay," to denote the port of Lourenço Marquez, should be discouraged, as the practice of calling the chief port and the capital of the Province of Mozam-

bique by a name that is not recognized by the government of the country in which it is located, is not only discourteous to that government, but confuses and perplexes merchants, shippers and importers, and may lead to much trouble, expense, and inconvenience to all parties concerned.

Leading Business Houses and Importing Firms in Lourenco Marquez.

Aerated Water Makers.

Abraham Whanon & Co., Ltd. F. Dicca.
G. Tonetti & Co.

Agents (Commission).

A. Cagi. Cotts & Co.
Breyner & Wirth. De Waal & Co.
Bridler & Co. Delagoa Bay Agency Co.
Bock & Denks. Hoffmann, Hugo.
Budd, Martin. Weedon Forwarding Co., Ltd.
Cohen, L. & Co.

Agricultural Implements.

Allen, Wack & Co.
The Empresa Agricola do Umbeluzi.

Architects.

C. A. Fernandes. Mario da Veiga.
G. B. Maroni.

Art Decorators and Painters.

Antonio Gil. Gallone, J.
Deuter, E. E. G.

Artists and Photographers.

Da Silva, F. S. J. & M. Lazarus.

Auctioneers.

Auction Agency, M. Shester. Geo. Linton.

Bakers.

Correa & Martins. T. Mastordkos.
International Bakery. Mihaletto, J.

Banks.

African Banking Corporation, National Bank of South Africa,
Ltd. Ltd.
Banco Nacional Ultramarino. Standard Bank of South Africa,
Bank of Africa, Ltd. Ltd.

Bookbinder.

A. W. Bayly & Co.

Booksellers and Stationers.

A. Cockburn. Carvalho e Silva.
A. W. Bayly & Co. Spanos & Tsitsias.

Lourenco Marquez.

Brickmakers.

A. Camilleri. J. C. Eschmann & Co.
Incomati Brickfields. Oswald Hoffmann.

Brokers.

Alex Uebel. Jacques Salm & Co.
Breyner & Wirth.

Builders and Contractors.

Anam & Co. Empreza Edificadora.
Carl F. Wiese. Sabino Antunes.
David de Carvalho.

Builders' Materials.

David de Carvalho. Allen, Wack & Co.
Sabino Antunes.

Carriage Builders.

David de Carvalho.

Cartage Contractors.

Carvalho & David. Paizana, A.
David de Carvalho.

Chemists and Druggists.

Pharmacia A. Fernandes. Pharmacia Internacional.
Pharmacia Nobreza & Barboza.

Chemist (Wholesale).

Allen Wack & Co.

Cigars, Cigarettes and Tobacco.

Allen, Wack & Co. F. Cagi & Co.
Baptista Carvalho. Mendes, A. T.
F. Bridler & Co. Spanos & Tsitsias.

Cloth Merchants and Importers.

T. B. Robinson & Co. Eduardo Silva & Co.
I. Benoitel & Irmaos. Jos. Bendahan & Bro.
Tobler & Co. A. Fabiao.
Mohamed Moosa. J. Danan.
Farache & Irmao.

Coal Merchants, Contractors and Dealers.

Allen, Wack & Co. Torre do Valle & Co.
De Waal & Co. L. Cohen & Co.
Lourenco Marquez Forwarding Isaac J. Lithaner.
Co., Ltd.

Confectioner.

E. Hohl & Co.

Curio Dealers.

H. M. De Silva Bros. & Co. Ah Sing (Chinese Curios).
Kundandas Beroomal Nanikram
& Co.

Lourenco Marques.

Cutlery.

Allen, Wack & Co.
Baptista Carvalho.
Catoja, Morgenstein & Co.
McIntosh, Findlay & Co.

Oswald Hoffmann.
Sabino Antunes.
Santos Vidago & Amaro.

Cycle Dealers.

A. M. Jorge.
A. W. Bayly & Co.

R. G. Moraes.
Z. Castello Branco.

Draperies and Milliners.

A. Fabiao.
Coelho, P. S.
Eduardo de Silva & Co.
Farache & Irmao.
J. Benoliel & Irmaos.

J. Danan.
Joseph L. Bendahan & Bro.
Mohamed Moosa.
T. Robinson & Co.
Tobler & Co.

Electrical Engineers.

Compagnie Generale d'Electricite
de Lourenco Marquez.

Lourenco Marquez Tramway Co.

Engraver.

E. Betzler.

Foundries.

Antonio Maria & Irmaos.
Delagoa Bay Ironworks & Slip
Co.

Eugene Schenebeben.

Furniture Dealers.

Allen, Wack & Co.
Baptista Carvalho.
F. Bridler & Co.

Jos. L. Bendahan & Bro.
McIntosh, Findlay & Co.
Oswald Hoffmann.

General Merchants and Importers.

A. Teixeira Mendes.
A. W. Bayly & Co.
Allen, Wack & Co.
Arthur May & Co.
Baptista Carvalho.
Catoja, Morgenstein & Co.
De Oost Africaansche Co.
Dias & Mattos.
Eduardo de Silva & Co.

F. Bridler & Co.
Farache & Irmao.
J. Benoliel & Irmaos.
McIntosh, Findlay & Co.
Oswald Hoffmann.
Ribeiro & Levy.
Santos Vidago & Amaro.
T. B. Robinson & Co.
Tobler & Co.

Glass Importers.

Allen, Wack & Co.
Baptista Carvalho.
F. Bridler & Co.

McIntosh, Findlay & Co.
Oswald Hoffmann.

Grocers and Provision Dealers.

Aboobaker Sacoor & Co.
Allen, Wack & Co.
Baptista Carvalho.
F. Bridler & Co.
Francisco Cordeiro Jnr.
Goncalves, Amadeu Jose.

Teixeira Mendes, A.
Oswald Hoffmann.
Ribeiro & Levy.
E. Hohl & Co.
Santos & Rodrigues.

Lourenco Marques.

Gun and Ammunition Dealers.

Allen, Wack & Co.
J. Danan.

Jorge, A. M.

Gymnastic Apparatus.

A. W. Bayly & Co.
Allen, Wack & Co.

Tobler & Co.

Hardware Merchants.

Allen, Wack & Co.
Baptista Carvalho.

Oswald Hoffmann.
F. Bridler & Co.

Harness Dealers.

Allen, Wack & Co.
Baptista Carvalho.
Catoja, Morgenstein & Co.

David de Carvalho.
Oswald Hoffmann.

Horse Dealer.

David de Carvalho.

Iron Mongers.

Allen, Wack & Co.
Baptista Carvalho.
Catoja, Morgenstein & Co.
McIntosh, Findlay & Co.

Oswald Hoffmann.
Sabino Antunes.
Santos Vidago & Amaro.

Jewelers.

F. Gomes Moraes.
Kundandas Beroomal, Nanikram
& Co.

H. M. da Siva & Bros.
P. A. Colliot.
Pedro Vianna.

Leather Merchants.

Allen, Wack & Co.
Catoja, Morgenstein & Co.

David de Carvalho.
F. Bridler & Co.

Machinery Importer.

Allen, Wack & Co.

Millers and Saw Mills.

Allen, Wack & Co.
Baptista Carvalho.
De Waal & Co.
Lingham Timber & Trading Co.,
Ltd.

Lourenco Marques Forwarding
Co.
M. Budd.
McIntosh, Findlay & Co.

Motor Boats.

Jorge, A. M.

Musical Instruments.

A. W. Bayly & Co.

Oil Importers.

Cotts & Co.
M. Budd.

McIntosh, Findlay & Co.
Vacuum Oil Co.

Paint and Colour Merchants.

Baptista Carvalho.
Allen, Wack & Co.

F. Bridler & Co.

Lourenco Marquez.

Paper Importers.	
Silva Carvalho.	Allen, Wack & Co.
A. W. Bayly & Co.	
Pictures and Frames.	
A. W. Bayly & Co.	J. & M. Lazarus.
Farache & Irmao.	Spanos & Tsitsias.
Printers.	
A. W. Bayly & Co.	Imprensa Nacional.
Empreza do "Portuguez."	"O Futuro."
Produce Dealers.	
Alex Uebel.	Jacobs & Baum.
Jacques Salm & Co.	
Sporting Goods.	
A. W. Bayly & Co.	J. Danan.
A. M. Jorge.	
S. S. Owners.	
Abreu & Couto.	Chiazzeri & Co.
Typewriter Dealer.	
A. W. Bayly & Co.	
Wine Merchants.	
Bridler & Co., F.	A. T. Mendes.
Carvalho & David.	Oswald Hoffmann.
E. Hohl & Co.	

List of Leading Business Houses and Importing Firms in Beira,
South-East Africa.

Agents (Commission).	
Glenny & Co.	Wm. Phillipi.
Manica Trading Co., Ltd.	Johnson & Fletcher.
Agricultural Companies.	
Guara-Guara & Massanzane & Co.	Companhia Colonial do Buzi.
Arms and Ammunition Dealer.	
Antonio Constancio Vieira.	
Banks.	
Standard Bank of South Africa, Ltd.	Bank of Africa, Ltd.
Builder and Contractor.	
John Antonious.	
Chemist.	
Joaquim A. Fernandes.	
Coal Manufacturer.	
Manoel d'Almeida Ribeiro.	

Beira.

Drapers.	
Bechar Lagly.	Hermenegildo Nunes Velho.
Vicente E. do Rego.	Caetano Maria Pereira.
Kelangy & Valgy.	Vincente F. do R. Antao.
Antonio Domingos de Souza.	Catao Agostinho Pereira.
General Importers.	
Geo. Vaghi.	D. Cameron.
R. S. Cotton.	Vicenco Scotts.
South African Timber Co.	
General Merchants.	
Manica Trading Co., Ltd.	Damadar Amandgy.
Wm. Phillipi.	Francisco José Garizo.
W. Houben.	Manoel de J. Milho & Co.
Grocers and Provision Dealers.	
Companhia Agricola do Moribane.	L. Strumbus.
	Napoleao Fernandes.
Insurance Company.	
Wallerstein, Hirst & Co.	
Jewelry Merchants.	
Pohoomall Bros.	Gustav Barth.
Emanuel J. Perkis.	
Photographers.	
J. Wexelsen.	Levy & Levitan.

The National Business League of America.

OFFICERS.

LaVerne W. Noyes, President.
Alexander H. Revell, Vice-President.
George E. Roberts, Treasurer.
E. Allen Frost, General Counsel.
Austin A. Burnham, General Secretary.

BOARD OF DIRECTORS.

FREDERIC W. UPHAM, Chairman.

Erskine M. Phelps.	LaVerne W. Noyes.
Elliott Durand.	Benjamin J. Rosenthal.
James H. Hiland.	Mather Smith.
Philetus W. Gates.	Samuel Insull.
George W. Sheldon.	Charles Truax.
Eugene J. Buffington.	E. Allen Frost.
George E. Roberts.	Fred S. James.
Alexander H. Revell.	Austin A. Burnham.

OFFICIAL ACCOUNTANTS FOR THE LEAGUE.

Arthur Young. Frank Stanley Young.

FINANCE COMMITTEE.

SAMUEL INSULL, Chairman.

George E. Roberts.	Rudolph Ortmann.
George Lytton.	James W. Nye.
John W. Scott.	Kenneth Barnhart.
Stanley McCormick.	Frederick C. Austin.

COMMITTEE ON COMMERCE.

ELLIOTT DURAND, Chairman.

William H. Bartlett.	George W. Dixon.
Jonathan W. Brooks.	Granger Farwell.
Edward J. Nally.	James H. Hiland.

COMMITTEE ON MANUFACTURES.

PHILETUS W. GATES, Chairman.

William L. Brown.	Albert B. Dick.
Horace E. Horton.	William G. Holbrook.
Ward W. Willits.	John B. Lord.

VICE-PRESIDENTS.

Charles B. Boothe, Los Angeles, California.	Col. Robert J. Lowry, Atlanta, Georgia.
James F. Morgan, Honolulu, Hawaii.	William H. Parlin, Canton, Illinois.
Frederick S. Fish, South Bend, Indiana.	Major William H. Day, Dubuque, Iowa.
Col. Frederic E. Boothby, Portland, Maine.	Edward J. Nally, New York City, N. Y.
William B. Mershon, Saginaw, Michigan.	Silas H. Burnham, Lincoln, Nebraska.
Franklin Murphy, Jr., Newark, New Jersey.	Hon. Ira H. Evans, Austin, Texas.
Arthur H. Devers, Portland, Oregon.	Henry M. Wallis, Racine, Wisconsin.



MSH
20535

**END OF
TITLE**